Published with The New York Times and The Washington Post

By Joseph Fitchett International Herald Tribuna

- President Reason

private, European officials

i general strike.

any delegates accused the un-

movement's 10-man negotiat-

team, led by Solidarity chief Walesa, of a sellout. But the

u's top leadership expressed

ridence that moderates would

everybody here seems to be

nst the compromise and wants

e on strike," one of the Soli-

ty negotiators, Bogdan Lis,

reporters during a break in the

ting at the Lenin shipyard in

The discussion is likely to last

ty hours and although the dele-

s are angry, I think that in the

they will vote for Lech Wale-be added.

olidarity had planned a general te Tuesday, but suspended the se call Monday night after

meeting out the settlement with

Ir. Walesa told reporters he

convinced that common sense

ald win "We are destroying

selves, and we must negotiate

ter than use our highest caliber

pon," he said. he agreement centered on de-

nds arising from a police attack

unionists in the city of igoszcz March 19 in which

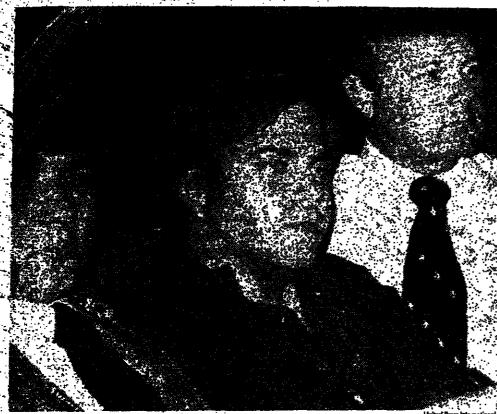
Walkom Suspended

nately carry the vote.

PARIS, WEDNESDAY, APRIL 1, 1981

Established 1887

Reagan's Condition 'Exceptionally Good'; uthorities See No Sign of Plot in Shooting



1 Warnock Hinckley Jr., accused of an attempt on President Reagan's life, as he was being sterred in a police vehicle to his arraignment before a federal magistrate in Washington.

Hinckley: A Drifter With Gun

WASHINGTON - John Warnock Hinckley Jr. was held with-out bail early Tuesday morning by U.S. Magistrate Arthur L. Burnett on a charge that he had "knowingly and intentionally" attempted to kill President Reagan and had as-saulted a Secret Service agent.

Mr. Hinckley, 25, the sandyhaired son of a self-made Denver oilman, was overpowered by po-Monday at the scene of the attack on President Resean. The Secret Service said he was carrying a .22caliber pistol. The assistant director of the FBI, Roger Young, said the weapon was "familiarly called a Saturday-night special."

Magistrate Burnett issued his order at 1:32 a.m. after having heard the U.S. attorney for the District of Columbia, Charles Ruff, describe him as a "wandering, aimless and irresponsible" drifter who had a penchant for buying handguns, a person who had never held a steady job and who had been under psychiatric care.

rezhnev, Others Express Shock Last October Mr. Hinckley was arrested while trying to board a plane in Nashville, Tenn., carrying three handguns on the day President Jimmy Carter visited the city. The weapons were seized and Mr. Hinckley paid a \$62.50 fine for carrying weapons on city property.

Mr. Hinckley's parents, in a statement from their home in an exlusive Denver suburb, said that their son "had been under recent psychiatric care" but that "these evaluations did not alert anyone to the seriousness of his condition." They added: "We love our son and will stand by him."

Nazi Party Statement

After the shootings, Michael C. Allen, president-elect of the National Socialist Party of America, said Mr. Hinckley had been ex-pelled from that nec-Nazi party in November, 1979. He described Mr. Hinckley as a "nut,"

Details of the suspect's background, family and recent movements suggest that he had an ordi-nary childhood, that he went to college seven years without graduating and that he apparently tried to get newspaper jobs by lying about his experience.

His father is a successful independent oilman whose Vanderbilt Energy Corp., an oil and gas ex-ploration company with 20 em-ployees, recorded sales of \$4.5 mil-

The family lives in a big mul-tilevel house in Evergreen, Colo, about 20 miles west of Denver in the foothills of the Rocky Moun-

Purchase of Two Guns

Four days after his arrest in Nashville, the suspect bought a pair of .22-caliber handguns for \$47 each at Rocky's Pawnshop in Dallas, according to the shop's owner. A week later he went to the offices of both of Denver's daily newspapers — the Denver Post and the Rocky Mountain News and applied for "any writing job." On both application forms he listed "politics" and "reading" as his

On the Post application he listed three previous jobs: one as a bar-tender in a Denver supper club in 1976, one with a Dallas book publisher for two months in the sum-mer of 1978, and a third "selling portrait pictures" for a Los Angeles photography company in 1976. But the owner of that concern said that Mr. Hinckley, despite his assertion that he was a self-taught photographer, knew nothing about the work, and was turned down when he asked for a job.

Records at the Lubbock campus of Texas Technical University list Mr. Hinckley as first enrolling in 1973 as a business administration major and show that he last enrolled as an English major in June, 1980. Officials of the university said he never received a degree.

One professor, Dr. Otto Nelson,

recalled that in his class on modern Germany in the summer of 1978 Mr. Hinckley "was a good student, B plus, attentive." Prof. Nelson said the only unusual thing he recalled was that when the students were assigned to review two books and given 150 years of German history to choose from, Mr. Hinckley picked Hitler's "Mein Kampf" and a history of the Nazi death camp at Auschwitz.



President Reagan waving to spectators outside the Washington

Haig Role Revives **Crisis Policy Issue**

WASHINGTON — The sudden incapacitation of President Reagan chain of command, in which the revealed confusion in the White president is the nation's command-House over the line of authority in the event of a national crisis and brought new reports of strains involving Secretary of State Alexander M. Haig Jr.

There were reports of displeasure at Mr. Haig's public assumption of control at the White House Monday before Vice President Bush returned from Texas in the wake of the wounding of the presi-dent. But Deputy Press Secrectary Mr. Haig had acted properly.

"The important thing to note on that is the White House did not skip a beat, the government did not skip a beat, the White House performed effectively." Mr. Speakes said Tuesday. "There was

not a single ripple."

He indicated that there was no apparent friction about Mr. Haig's stepping into the command posi-tion. "There was a complete spirit of cooperation," he said. "It was a team effort. I think it is signifi-

Monday afternoon, Mr. Haig appeared before national televion cameras at the White House to say, his voice quavering with emotion: "Crisis management is in

effect... "As of now, I am in control here, in the White House, pending return of the vice president, and in close touch with him."

Mr. Haig said: "Constitutionally, you have the president, the vice sident and the secretary of state

in that order." But at 9 p.m. Monday, Mr. Speakes appeared to contradict him. Secretary of Defense Caspar W. Weinberger was, after the vice president, to take command in the event of a crisis, Mr. Speakes said.

succession follows the military chain of command, in which the er-in-chief, automatically followed by the vice president and then the

defense secretary. One White House official who insisted that he not be quoted di- the son of a wealthy Evergreen, House officials and Mr. Weinberger, who was also at the White House Monday, had advised Mr. Haig not to make any statement. The official said that both Mr.

Weinberger and White House offi-(Continued on Page 3, Col. 1)



Vice President Bush, followed by White House chief of staff Edwin Meese 3d, arriving to speak to newsmen in Washington Monday after the assassination attempt on President Reagan.

Active Role Foreseen **During Hospital Stay**

Reagan, in "exceptionally good condition" after successful surgery following an assassination attempt, resumed his presidential duties Tuesday from his hospital

About 17 hours after being shot in the chest by an assailant outside a Washington hotel, Mr. Reagan signed a piece of legislation. He was joking with doctors and nurses and was said to be in excellent

"I am sure he can attend to the important matters of government today," said Dr. Dennis S. O'Leary, who told reporters that the president "is doing extremely well" and could be discharged

from the hospital in a week or two.
The acting White House press spokesman, Larry Speakes, reported that the president signed a dairy price-support bill when it was brought to him on his breakfast tray Tuesday. He said White House aides found Mr. Reagan sitting up in bed and brushing his teeth Tuesday morning.

Mr. Reagan, who is 70 but in ex-cellent physical condition, unthree hours of surgery Monday for removal of a .22-cal-iber bullet from his left lung. The bullet had entered under his left armpit, struck his seventh rib and burrowed three inches into the

lung.
Also wounded in the shooting Monday were a Secret Service agent, a Washington policeman, and Mr. Reagan's press socretary,

James S. Brady.

ct Is Cha John Warnock Hinckley Jr., 25, rectly said Tuesday that top White Colo., oil executive, was arrested at the scene, and he was later charged in U.S. District Court with attempted assassination of a president and assault on a federal employee, the Secret Service agent. He was being held without bond

amination Tuesday to determine his competence to stand trial.

Sources said Monday night that the Justice Department had deter

ed alone. An FBI spokesman said he knew of no motive for the shooting After congressional leaders were briefed at the White House on Tuesday morning, Sen. Paul Lax-alt, a Nevada Republican, said au-

thorities had established a motive in the attempted assassination, but he refused to elaborate. However, the Senate Republican leader, Howard H. Baker Jr. of Tennessee said, "It does not appear to be part

of a plot." Police said six shots were fired

rope and the United States following its sharp decline Monday in New York after the asination attempt on President Reagan. Prices on the New York Stock Exchange also climbed sharply from Monday. Page 19.

from a .22-caliber pistol that Mr. Hinckley had purchased from a pawn shop in Dallas last October. Witnesses said the alleged assailant was waiting in a crowd of reporters and spectators outside the ballroom entrance of the Washington Hilton Hotel, where Mr.

Reagan had just addressed the **Building and Construction Trades** Mr. Brady, 40, was reported in

serious but improving condition l'uesday after surgery. He was sho in the forehead as the presidential party was leaving the hotel.

Dr. O'Leary, dean for clinical affairs at the George Washington University Medical School, said a bullet had passed through Mr. Brady's brain. He said the press secretary was making "extraordinary progress" but had extensive damage to the right side of his brain. Both the president and Mr. Bra-

dy were at George Washington University Hospital.

Mr. Brady, who was five fee from the president and no farther from the assailant at the time of the shooting, was the most gravely injured of those hit. The Secret Service agent, Timothy J. McCarthy, 31, was reported in good condition Tuesday, and the Washington policeman, Thomas K. Delahanty, 45, was listed in serious condition.

Exceptionally Good

Mr. Reagan, told for the first time Tuesday that Mr. Brady had been seriously wounded in the shooting, replied: "Oh, damn. Oh, damn. James A. Baker 3d, the president's chief of staff, said Mr. Reagan's "eyes welled up with tears" when he received the news from the White House physician, Dr. Daniel Ruge, just after noon. Informed that the two officers were also wounded. Mr. Reagan replied: "That means four builets hit Oh, Lord,'

Earlier, Dr. O'Leary said Mr. Reagan was "doing extremely well" and was in "exceptionally good condition despite a restless night. He was said to have been

(Continued on Page 3, Col. 3)

Attack Could Shake New U.S. Confidence

By Hedrick Smith

New York Times Service
WASHINGTON — Political
Washington has recoiled with the fear that the political casualty of a shocking new assassination attempt on a president might be the slowly returning national self-con-fidence rekindled lately by the release of the American hostages in Iran and the start of a new admin-

"It shatters what appears to be a new, more upbeat, optimistic mood after the hostage release and the beginning of the new administration," commented Richard Wirthlin, President Reagan's pollster and a long-time measurer of public opinion.

"Everybody is hopeful that America can make it," added Peter Hart, a Democratic pollster, "People want to pull together and the thing that is disastrous about this incident is being pulled apart and wondering again."
In hotel lobbies, on sidewalks, in

the halls of Congress, the constant television replay of the rapid fire, the ducking president and his fallen aides summoned mental flashbacks to the earlier killings of Pres-

ident John F. Kennedy; his not cause lasting damage to the brother, Robert; Martin Luther public's political resilience. King Jr. and, more recently, John Lennon. Politicians worried aloud spoke with despair about the frag-

ile safety of its leaders.

"We invest a lot in a president as a single person." observed Carl N. Degler, a Stanford University scholar of U.S. social history. "To have him vulnerable this way is shattering to people. It does bring you back immediately to the ques-tion of how can we be governed."

"The president is a symbol of the nation and Reagan has looked strong in that role, as John Kennedy and Richard Nixon did," observed Andrew Hacker, a political scientist at Queens College in New York City. When you take him away to a hospital bed, even for a day, the nation feels deserted. No one is at the controls."

But Mr. Hacker and another social scientist, Amitai Etzioni, director of the Center for Policy Research in Washington, said that if Mr. Reagan recovered from his mediate reaction of political Wash-chest wound, the incident would ington. With an almost convulsive

"Over the long run, it will not pull us down into a blue mood if he recovers," said Mr. Etzioni. The media will say this is part of a wave of violence but that's not what the public is going to feel. People won't identify with the assailant. I don't think they will feel it reflects on our institutions, on our capacity to deal with the future, or on ourselves as Americans. But if the president is incapacitated and it forces a change, that would be very shocking to people."

Doubly Worried

But others were less optimistic about the public mood. "There has been a buoyant feeling because there has been action in Washington and that's going to be shattered by this shooting," Mr. Degler asserted. "People will be doubly worried that maybe the Reagan programs won't work and now that something is loose in the country since the president is under the threat of violence."

That seemed to reflect the imington. With an almost convulsive

reflex, the senior members of the Reagan Cabinet gathered in the safety of the White House situation room. Vice President Bush canceled a speech in Texas to fly immediately to Washington, a symbol of guaranteed continuity.

In the lobby of the ABC News building on Connecticut Ave., a dozen persons huddled together watching the large-screen televi-sion set giving the afternoon bulletins on the president's condition. There was a collective sigh when a newcaster reported that the president's lung had partially collapsed.

More gasps followed when the film was run frame-by-frame showing the president's face at the moment he was struck by a bullet. "We've got everybody looking at this videotape, watching a presi-

dent being gunned down," com-mented Patrick Caddell, the pollster for former President Jimmy Carter. "It's the most incredible footage since the shooting of Lee Harvey Oswald on television. These things are terrible. And what's so terrifying to people, what's so terrifying about crime is the irrationality and randomness

activists were badly hurt. I letter from two of the victims. Rulewski and Mariusz Laben-Ticz, was read out at Tuesday's The state of the s sting, and it was highly critical. We did not gam anything less has made some bungling isions," it stated. "We can commise on the supply of onions, not when blood has been

The government Monday mised to put on trial those re-msible for the violence in

partment and other administration

would not be seriously inca-ated for a long time. "It was lling to think of the U.S. preslowed within hours by reassuring out of action with Poland on dining the night, so there was little nife-edge," a British diplomat time for reaction by governments or financial markets.

e attempt on Mr. Reagan's ccurred only hours after lead-I the independent Polish trade n Solidarity called off a ned general strike and backed from confrontation with the

cence might further delay the

them felt has been slow in many killed or maimed and the United States plunged into a transition pe-

cating factor for U.S. foreign poli-riod amid heightened tension with cy, several European officials the Soviet Union. Several officials noted Washington reports that the speculated that Mr. Reagan's dis-

essed relief at news reports in- officials, ing that Mr. Reagan appar. News News of the shooting - loireports on President Reagan's condition - reached Europe and Asia

nife-edge," a British diplomat In the extensive international media coverage, many editorials dwelt on the problem of violence in American life and the list of attacks on U.S. leaders in the last two decades. But many also em-phasized the pattern of continuity

saw government.

phasized the pattern of continuity of U.S. policy even during acute presidential crises of the past.

Comparison of the past.

highly visible role of Sourciary of appearance from office might. State Alexander M. Hang Jr., at the make the Soviet leadership readier outset of the crisis may have exa- to challenge U.S. determination in In his message, Mr. Brezhnev said: "in the name of the Soviet

sand: In the hame of the Soviet leadership and myself personally, I wish you, Mr. President, a full and speedy recovery." He expressed in-dignation at "this criminal act." China also condemned the assassination attempt and wished the

wounded U.S. leader well. U.S. allies all sent messages wishing Mr. Reagan a quick recovery and expressed condolences over the others who were wounded in the assassination attempt. In this, European leaders were joined by both Israel's Prime Minister

Menachem Begin and Egypt's

munique," said Giedymin Jablon-

Two issues in particular had

been expected to divide the moderates and militants at Tues-

day's meeting: legal recognition of

an independent farmers' union

and a halt to the prosecution of

Solidarity and the anthorities

have been at loggerheads over the

two issues for months, and these

were two of the five demands on

whose acceptance the union origi-nally insisted in return for calling

Pact Games Reportedly End

saw Pact military exercises in and around Poland have technically

ended but the level of military ac

tivity remains high, a NATO mili-tary source said Tuesday night.

BRUSSELS (Reuters) - War-

off the nationwide shutdown.

President Anwar Sadat.

Some diplomats acknowledged a

Similar messages — including (Continued on Page 3, Col. 1) administration's policy-for- feeling of alarm about the uncerolidarity Moderates and Radicals Clash wer Walesa's Agreement With Regime

Bydgoszcz, and two of the city's

DANSK, Poland — Moderates deputy governors resigned Tresmilitants clashed at a stormy day. The union had called for their dismissal. A letter presented by the Warsaw branch of the union was also critical of the settlement, and some a government-union compro-: and formally call off a threatdelegates alleged that Mr. Walesa

> Western banks agreed to con-tinue for a second day talks on Poland's request for res-cheduling \$3.1 billion in commercial loans. Page 19.

had struck a secret deal with the government. But one of the leaders

There was no other agreement with the government except what was reported in the official com-

nied that there had been any such

who took part in negotiations de-

INSIDE

Belgian Crisis Over Economic Plan Belgian Premier Wilfried Martens offered his resignation after failing to resolve a Cabinet split over economic measures. Page 3.

Another Atlanta Child Found Slain A 21st case has been added to the list of unsolved child deaths in

the Atlanta area. Page 5. Violence Wracks Gaza Strip

The placed surface of everyday life belies the seriousness of the religious and political violence that plagues the Israeli-occupied Focus on West Germany

The first of a three-part special supplement on West Germany's economy appears today on Pages 75-18S. The other two parts will be published Thursday and Friday.

Reader's Digest Founder Dies

DeWitt Wallace, founder of the Reader's Digest magazine and publishing empire, is dead at the age of 91. Page 3.

WASHINGTON -It was a routine scene that Ronald Reagan as politician and president had played a thousand times.

Mr. Reagan had delivered his basic speech, appealing for support for his economic program and deploring the increase in violent crime which was "making neigh-borhood streets unsafe and fami-

lies fearful in their homes." He was leaving the Washington Hilton Hotel through a VIP side door. His armored limousine stood in a driveway about 12 feet away. Secret Service agents were all around him. It was 2:25 p.m. on a typically rainy spring day, and Mr. Reagan, dressed in a blue suit with

Presidential 🗀

a white handkerchief in his pocket. Shots rang out, six of them in seemed happy to be president. Quick succession, with a slight

Outside the hotel more than 100 persons had gathered. Mr. Reagan, as he always does, paused and waved to the crowd. The crowd cheered. Nearby, the president's press secretary, James S. Brady, walked toward a staff car, not looking at the president. To Mr. Reagan's left, slightly more than 10 feet away in a roped-off area, members of the crowd mixed with process and telepicies contents. reporters and television cameramen who were photographing the president's departure

Michael Putzel of The Associated Press, ready with the inevitable question, called out, "Mr. Presi-

quick succession, with a slight pause between the second shot and the third. The shots appeared to come from the roped-oil press area to the left of and below the president. To those close to the rope restraining the press, the shots sounded like firecrackers. A woman screamed. A Secret Service agent yelled, "Get back, get back." Other agents jumped on a tall, blond man who was facing the president and holding a handgum. They pinned him against the con-

crete wall of the hotel. Mr. Reagan stood motionless as the shots rang out. One witness said he winced. Mr. Putzel said,

In the noise of the crowd, those thought he had emerged un-scathed. They saw a Secret Service agent shove him into the right rear seat of his armored limousine. They saw Mr. Reagan hunched in the seat of the limousine, his body leaning to the left. And in front of them on the

street they saw three men go down from the shots — one of them struck near the right eye. The man who had been shot in the head fell face forward, sprawled across a grate. Blood dripped from his head across the grate and down the sidewalk toward the hotel entrance. The man was Mr. Brady. Near him on the sidewalk lay Timothy J. McCarthy, a Secret Service agent and Thomas K. Delahanty, a Dis-trict of Columbia policeman.

By now, the crowd was growing and Secret Service agents and po-lice were yelling to clear the street. The limousine bearing the wound-ed president sped off, with bullet holes in the rear door and rear window.

The three wounded men re-mained on the sidewalk outside the Hilton. Mr. Brady's head wound continued to bleed. Within min-utes, two ambulances arrived to take the wounded men away.

Police Car Locked

Meanwhile, Secret Service gents protected the man who had been holding the gun. They took him to a police car and tried to put him inside. But the door was locked, so they took him to another police car instead.

Most of the reporters who had watched Mr. Reagan speak to the national conference of the building trades unions were still inside the hotel. The first they knew of it was when Dean Reynolds of United Press International ran by them, pushing people aside in his haste to reach a phone.

Outside the hotel despite the best efforts of the police, the crowd was growing. Reporters interviewed people at random and each other, hoping to find a wit-ness. They found several including a television cameraman who had photographed most of the event.

The television cameraman was Henry M. Brown of ABC, who said he had complained earlier to said he had complained earlier to the Secret Service that members of the public had "penetrated the po-lice line," creating crowded condi-tions in the press area and making it difficult to work. His complaint went unheeded. He was standing near the assailant when he started

"He just opened up and kept ucceing the trigger," Mr. Brown

Another television cameraman, Stephen P. Sung of NBC said: "We were facing them. We're doing a documentary on the first 100 days of the presidency, and we were in the pool. A blond guy, 29, 30, brings a gnn right in Reagan's line of sight. I saw Reagan drop, then six people pushed him [the assailant] against the stone wall. They tackled his whole body and wrestled him against the stone wall. Then they rushed him into a There was blood all over his face. He moved a little bit."

First News

By now, the first news of the sto-ry was appearing on radio and television news bulletins, and reporters rushed to the Hilton from all over the city. Police hastily cor-doned off the shooting area. Few at the scene knew that the presi-dent himself had been hit, and their knowledge of what had hap-pened was not improved when Da-vid Prosperi vid Prosperi, a deputy White House press secretary, informed them that Mr. Reagan was unburt and safely back at the White

But there were those at the Hilton who had actually seen what had happened.

Three of the witnesses were from Davenport, Iowa. Mayor Charles Wright, city administrator Robert Mulready and assistant city administrator Michael Kadle-cik were in Washington to lobby for federal programs which the Reagan administration would like to cut. One of their meetings had been canceled, and when they came back to the Hilton they were told the president was there.

"Let's go see the president," Mr. Mulready said.
Mr. Kadlecik had been outside for 20 minutes, standing near the man who fired the gun. Mr. Kadle-cik noticed his arm come up with a gun and the shots ring out. Imme-diately, the assailant was buried by Secret Service agents, and Mr. Kadlecik ran for cover behind a

potted plant. Bit by bit, the reporters at the scene began to piece together what had happened. But it was 45 minutes before they learned the most crucial information, which was that Mr. Reagan was not back at the White House at all but at George Washington Hospital with a bullet in his chest.

a bullet in his chest.

Everyone present had a nearly identical description of the assailant as a "white, blond mate," and one said he was wearing a raincoat, a blue shirt and dark trousers. No one knew who he was, Several minutes after reporters at the scene learned that Mr. Reagan had been shot, they also heard that the suspected assailant had been identified as John Warnock Hinckley Jr. of Evergreen, Colo.

In California, when he became

governor during a time of civil pro-tests and disturbances, Mr.

Reagan was known to be con-cerned about whether he was adequately protected. These concerns faded as the years went by without incident. But they were revived on Nov. 20, 1975, the first day of Mr. Reagan's campaign against then-President Gerald R. Ford, when a man in a Florida crowd pulled a

signed to protect presidents for the last two years, was hit in the stomach by one of the six shots fired from a .22-caliber revolver Monday. He underwent surgery and was reported in stable and good condition Tuesday at George Washington University Hospital.

Thomas K. Delebanty a 17-years

In scenes from television monitors, a gun (top photograph, circled), apparently that of the assailant, is pointed at the presidential limousine as President Reagan is bustled into the car and others

Thomas K. Delahanty, a 17-year veteran of the District of Columbia police force, was shot in the neck and shoulder. He was listed in fair condition Tuesday at the Washington Hospital Center.

Television tapes of the incident show that as the first shots were fired, Mr. McCarthy reacted by jumping in front of Mr. Reagan. After he was hit, Mr. McCarthy lay on the sidewalk for several minutes, appparently the last of the injured men to be attended. It is an occupational hazard — Secret Service agents are told that in an assassination attempt they will be treated last.

Change of Plan

Earlier Monday Mr. Brady had assigned another press aide to accompany the president to the hotel, but decided to go himself after completing the daily White House briefing for reporters.

The bullet that struck Mr. Brady entered his head beside the left eye and came to rest in the right rear notion of the sloul from which is

portion of the skull, from which it was removed intact, Dr. O'Leary said. He described tissue damage on the right side as "fairly exten-sive" but only "minimal" on the

The hospital listed Mr. Brady's condition officially as "serious but

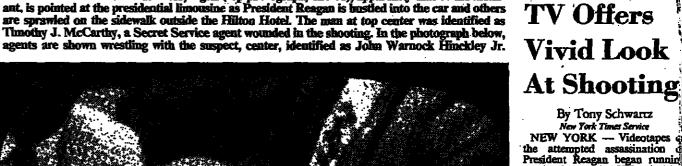
improving."
The 40-year-old Mr. Brady, the father of a 2-year-old son and a college-age daughter, was shot Monday afternoon as he walked out of a Washington hotel near President Reagan.

As security agents pushed the president into his car, Mr. Brady crumpled to the sidewalk, dropping face down on a grate, blood spilling from his wound.

Mr. Brady's wife, Sarah, was at his bedside. His 74-year-old mother, Dorothy, was brought to Washington from her home in the southern Illinois town of Centralia

southern Illinois town of Centralia in a state-owned plane provided by Gov. James R. Thompson. Mr. Brady's father, Harold, an 85-year-old retired railroader who recently suffered a stroke, remained at

"We heard from the White House three or four times, with all kinds of offers of help," Mr. Brady's mother said. "All we can do is



the attempted assassination diding President Reagan began running the on the three major U.S. television ith networks less than half an hour after a ter the shooting at the Washington the Hilton Hotel. What ensued was president graphic documentation, from a vehe se nety of camera angles, of the a tempt on the president's life.

ABC was the first of the threin the

networks to televise footage of thically-shooting, beginning at 2:42 p.mlsig li EST Monday, minutes after it open st curred. Both NBC and CBS telese ch vised footage before 3 p.m. All three networks continue, sug with uninterrupted coverage of

throughout the day. NBC went ahead with its cove Roor age of the championship game of the National Collegiate Athlet!
Association basketball tournament, but offered a special report on the day's events at halftime.

The three networks routinely a sign a correspondent and a came crew to all presidential events, in cluding speeches like the one M Reagan delivered before he w.

Although none of the network was covering the president speech live, the videotages of the shooting evoked memories NBC's live coverage of the shoc ing of Lee Harvey Oswald, form President John F. Kennedy accused assassin, by Jack Ruby

The repeated running of the tapes of Monday's shooting drownome a number of images that are certain to endure: Presider Reagan being pushed down inthis limousine afterward; his president to the control of the control secretary, James S. Brady, lyin-face down on the pavement; th suspect, John Warnock Hinckle Ir., being surrounded by law en forcement officials, and a Secre Service agent standing beside Mi Hinckley and holding his automatic weapon aloft to protect the sus

As the networks began to report the story, a significant amount of misinformation was passed along. The most extraordinary error, which all three networks committed, was a late afternoon report that Mr. Brady had died.

Obituaries

CBS made the announcement first, at 5:10 p.m., attributing it to congressional sources. Both Dan Rather, the CBS anchorman, and Frank Reynolds, the ABC anchor, delivered obituaries on Mr. Brady.

Less than half an hour later,
Larry Speakes, a White House,
spokesman, appeared to say that
Mr. Brady was in serious condition
but that he had not died. The reports on Mr. Reagan's condition were confused through-out the afternoon. At first all three networks reported that Mr.

Reagan had not been shot. Then, after learning that he had been shot, the networks swayed back and forth on whether or not the president was actually undergoing The event marked the first major

story for Mr. Rather in his new role as the CBS anchor, replacing Walter - Cronkite. Mr. Rather style was calm and low-key and be generally stuck closely to the news He did inject one subjective note, describing as rather paironnote, describing as "rather pairof" izing" the tone of Secretary fe State Alexander M. Haig Jr. at an news conference, where Mr. Hais said incorrectly that the secrets of state was in line for the preass dency after the vice president. him Rather pointed out that the lineard. succession is vice president, spellew er of the House of Representativear and president pro tem of the sting

Oscar Awards Postpo Kaifi
United Press International AchilLOS ANGELES — A meeting from President Reagan tape week, was to be aired Tu night at the Academy Awar emony, which was postpon 24 hours after he was shot.



Diagram depicts assassination attempt on President Reagan. Mr. Reagan and three others (A,B,C,D) were shot in front of the VIP exit at the Washington Hilton by an assailant, who was captured on the spot. The president was pushed into his car and taken to the hospital. Stationed behind were the Secret Service car (SS on the diagram) and the presidential staff's limousine.

Reagan 'Sails Through' 3-Hour Surgery To Drain Blood, Pull Bullet From Lung

Reagan's

Wound

By Susan Okie and Victor Cohn

WASHINGTON - President Reagan "sailed through" three hours of surgery at George Wash-ington University Hospital to drain blood from the left side of his chest and remove the bullet lodged in his left hing, a doctor

A surgical team led by Dr. Benjamin L. Aaron and Dr. Joseph M. Giordano performed a thoracotomy, an operation in which the rib cage was opened and the president's heart and lungs were exa-

"He certainly sailed through it." said Dr. Dennis S. O'Leary, dean for clinical affairs at George Washington University Medical School. Considering that Mr. Reagan is 70, Dr. O'Leary said, his response to surgery was "maybe not medically extraordinary, but just short of it ... He's physiologically very young." The doctor added: "At no time was he in any se-

nious danger."

About two quarts of bloody fluid were drained from the left side of the chest, where they had col-lected between the lung and the lining of the chest cavity. The president also received a transfusion of about 21/2 quarts of blood - a substantial amount, as an adult body contains a total of about six

Dr. O'Leary said the bullet had not struck the heart or any major blood vessels within the chest. It entered the chest below the left arm, traveled slightly downward and struck the seventh rib, then ricocheted into the chest, traveling about three inches through the lower lobe of the left lung.

All the bleeding appeared to be caused by the wound made in the lung tissue, Dr. O'Leary said. He said the bullet, severely distorted by its collision with the rib, had been removed from inside the chest.

According to Michael Borowski, a technician who was present during the surgery, Dr. Giordano and another doctor first performed a minor operation called a peritoneal lavage. In this operation, fluid was put into the president's abdomen through a small incision below the navel, then drained out sain to make certain that there again to make certain that there was no bleeding from injury to ab-

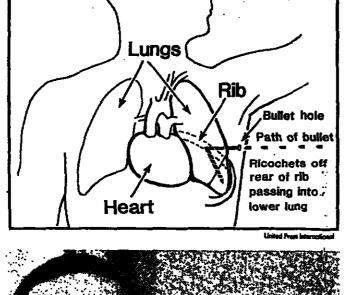
Dr. O'Leary said the fluid was clear, indicating that no such injury had occurred.

Next, Mr. Reagan had to be rolled from his back onto his right side for the second, more major operation, the thoracotomy. Mr. Borowski said that to perform the thoracotomy, Dr. Aaron and Dr. Kathleen Cheyney, a clinical instructor in surgery, made a six-inch horizontal incision on the left side of the chest, just under the nipple. They then used instruments to spread the ribs apart and carefully examined the lung, heart and ma-jor blood vessels to locate the bullet and to determine the extent of

"They couldn't find the bullet at first," Mr. Borowski said. He said they tried different tactics, finally taking an X-ray while the president was on the operating table.

He said two Secret Service agents, wearing surgical scrub

suits, stood in corners of the room





Dr. Dennis S. O'Leary of George Washington University Hospital showing how an incision was made in President Reagan's chest by surgeons who removed a bullet from his left king.

Service agents, but collapsed to the floor once he got inside and was carried into the emergency room's trauma area. "He looked pale," the aide said. "He looked in pain."

Doctors immediately inserted a chest tube through the skin and muscles and into the space be-tween the lung and chest lining to drain blood that had collected and to reinflate the collapsed left lung.
Dr. O'Leary said that once the chest tube had been inserted, Mr. Reagan's lung reinflated and be-

gan to function again. About 40 minutes elapsed be-tween Mr. Reagan's arrival in the emergency room and the time the

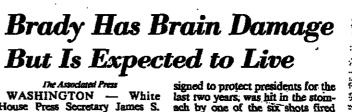
throughout the surgery watching the procedure.

According to a nurses' aide who watched, Mr. Reagan walked into the hospital supported by Secret Theorems and his breathing was controlled metabolically by a respirator.

The thoracotomy was a major operation for a man of Mr. Reagan's age. "It's a traumatic sitnation in a 70-year-old man," a doctor said. Even without a wound, he said, "opening the chest in a man that age can be a prob-

Regan Sets London Trip Restors

WASHINGTON — Treasury Secretary Donald T. Regan, in his first trip abroad since taking off-ice, will meet the finance ministers of Britain, West Germany, France and Japan in London April 10-12, U.S. officials said Tuesday.



WASHINGTON - White House Press Secretary James S. Brady, gravely wounded in the assassination attempt against Presi-dent Reagan, is making "extraordi-nary progress" and probably will live despite extensive bullet damage to the right side of his brain, a doctor said Tuesday. Dr. Dennis O'Leary, chief of

clinical affairs at George Washington University Hospital, told reporters that Mr. Brady could move his limbs on the right side of the body — which is controlled by the left half of his brain — on command from his doctors.

But Dr. O'Leary ducked a ques-tion about possible paralysis of the left side of Mr. Brady's body, saying, "We are not able to assess that until we get a little further down-

Mental Capacity

Both of Mr. Brady's pupils re-spond to light, which Dr. O'Leary said was encouraging. The doctor was optimistic about Mr. Brady's eventual mental capacity because "all his mental pro-cesses are on the left side," which sustained little damage.

One half of the brain is usually dominant, controlling most mental processes. For Mr. Brady, Dr. O'Leary said, the left half domi-

"We really don't know how he's going to end up," Dr. O'Leary said. "We believe he is going to live. We are cautiously optimistic." A Secret Service agent and a District of Columbia police officer who also were wounded in the at-

Secret Service agent Timothy J. McCarthy was wounded when he apparently jumped in front of President Reagan as the shots were

tack were both reported to be re-

Mr. McCarthy, who has been as-Khomeini Indifferent

About Reagan's Fate

TEHRAN — Ayatollah Rubol-lah Khomeini said Tuesday it made no difference to Iran whether President Reagan lived or

In a speech to leaders of student associations broadcast by state ra-dio, the Iranian leader said that "we do not know whether the attack has been successful or not, but it makes no difference to us."



James S. Brady



Timothy J. McCarthy





ecret Service Detail Routine' for Reagan

by a gunman.

By Charles Mohr New York Times Service

ASHINGTON — The Secret rice White House protective deformed a loose and shifting d around the president on nday afternoon, a so-called tine detail - as it does hunis of times a year. The shield suddenly pierced by a gun-'s bullet before agents could spose their own bodies, as they m do, or fire a shot, as they e very seldom done in the ser-

he chief of the White House ail, Jerry S. Parr, was the agent hastily pushed President agan into his limousine after the

leagan Gets *'ondolences*

(Continued from Page 1) unciations of terrorism ne from Japan, Australia, in, Turkey and Chile.

n Latin America, El Salvador's ense minister said: "This is an to regret ... and a chance to nt out that violence is not the to resolve problems." Mexiident Jose Lopez Portillo i: "Unfortunately, assassina-as of public figures have been y frequent in the United

This theme of U.S. violence rered in many newspaper com-ntaries. In Britain, editorialists sed that the U.S. public and leg-

itors accept the idea of gnn con-l legislation. Former President Gerald R. rd, visiting Tokyo, said: "The ident is very disturbing, but I n't believe it reflects [on] Ameri-

is as a whole." Postwar political assassinations European countries such as ance, Spain and Italy, have genilly been the work of ideological natics, commentators said. but blic figures in the United States ve been victims of mentally dis-rbed, isolated killers with only

gue political motives. Another feature of this dark side U.S. life, they said, involves the tensive TV coverage, which gives rtually the entire nation an

7inds Kill 1 in Sicily

PALERMO, Italy — Winds up 66 mph swept western Sicily on tesday, tearing roofs off rmhouses, disrupting road and ain traffic, uprooting lemon and ange trees and killing one man the collapse of an old house in Enlermo, police said. Two wind-

fanned forest fires were burning in

on the street outside the Washing-ton Hilton, the Secret Service fol-

lowed the procedures for which they had been trained, placing maximum emphasis on removing the president from the scene of

Although chaos seemed to swirl

Mr. Parr, 50, was in charge of what the Secret Service spokesman described as a routine detail on duty Monday. The spokesman, John W. Warner Jr., an assistant director of the service, said that there had been no changes in the size of or in the procedures of the detail, which is formally called the presidential protection division,

since Mr. Reagan took office.
Mr. Warner also reported that the name of the young man arrested after the shooting was not in the agency's "protective intelligence file" of 400 persons considered to be potential assassins. The suspect, identified as John Warnock Hinckley Jr., was not listed among another 25,000 names in a Secret Service computer, in which the protec-tive service has a lesser degree of

As the shooting began outside the hotel, Mr. Parr could be seen to thrust Mr. Reagan hurriedly into the open door of the presiden-

Mr. Reagan had gone to the hotel to give a speech to a convention of building trades unions. On such occasions advance details of Secret Service agents check the corridors and rooms that the president will use, coordinate surveillance of streets with local police and attempt to identify and clear persons who will be in close contact with

the president. a dozen, accompany the president.
Mr. Parr rides in the presidential limousine, along with a driver.
Other agents follow in station wagand usually a backup

The Secret Service is a part of the Treasury Department and, in addition to its role in executive protection, is charged by Congress with enforcing laws against the

counterfeiting of money.

Mr. Warner said Monday that
in situations such as the attack on Mr. Reagan, "the principal concern is to remove the president from the environment as soon as possible and if there is cause to believe the president has been in-jured or there is concern for his

health, you get him to the nearest hospital." No Secret Service agent had ever been wounded or killed by gunfire while protecting a president until the wounding of Timothy J. McCarthy, 31, who was shot during the attempted assassination Monday. Mr. McCarthy was hit in the right side and surgeons re-moved a bullet from his liver.

White House Confusion **Shows in Reagan Crisis**

(Continued from Page 1) cials were still upset at Mr. Haig's appearance, despite this advice.

A CBS-News report said Mr. Weinberger and Mr. Haig had an argument over the Haig appearance and that new strains had come out of the incident. The result Monday was confu-

sion over just who was in control of the U.S. government after the president had been shot and the vice president was out of the city.

The confusion was understan able, in light of the rapidity of the day's events. But David Gergen, deputy to the White House chief of staff, acknowledged later that offi-cials had not checked the law and the Constitution on the subject and that the arrangements de-scribed by Mr. Speakes were infor-

The White House announced last week that the president had named Mr. Bush to coordinate and control governmental action in time of international or domestic crisis. Mr. Haig complained publicly about the decision, indicating that it impinged on his foreign policy management role, and on Wednesday met with the president

to discuss it. Mr. Reagan and administration officials denied reports that the secretary of state had threatened to resign. The president later called him "my principal adviser on foreign affairs," but Mr. Bush's crisis management post was real-

By John Herbers

WASHINGTON -- The at-

empted assassination of President

Reagan by a suspect carrying a

22-caliber revolver was expected

to bring another flurry of activity

in Congress for passage of a strong national law for handgun control.

Proponents of gun control said the shootings Monday would in-

crease the chances for such legisla-

tion in a Congress that had

appeared to be opposed to any tightening of controls.

But John M. Snyder, chief lob-yist for the Citizens Committee

or the Right to Keep and Bear Arms, predicted that the expected ush of activity would be nothing tore than that. He said that after

ic excitement was over, Congress,

anything would be more likely

pass a bill sponsored by the Na-

nal Rifle Association to weaken

: government's enforcement

 firmed. In the Constitution, the 25th Amendment, ratified in 1967, pro-

becomes acting president until the president notifies the president pro-tempore and speaker that he is ready to resume his duties.

unable to write the letter, the situation becomes more complicated and potentially explosive. Under the Constitution, the vice president and a majority of the Cabinet would officially have to declare the president "unable to discharge the powers and duties of his office."

If the president insisted that he could continue to serve, the entire matter would have to be resolved by Congress within 21 days. For the vice president to continue in office, two-thirds of both houses would have to agree that the presi-dent was incapable of serving. Otherwise, the president would

stay in office.
In the event that the vice president could not or would not serve, the line of succession, established by Congress, in this case would be the speaker of the House, Thomas P. O'Neill Jr., a Massachussets Democrat; the president pro tem-pore of the Senate, Sen. Strom Thurmond, a South Carolina Republican, and the secretary of state, Mr. Haig.

History and the strong senti-

ment against control registered by members of Congress and Mr.

Rengan himself before Monday's

shootings seemed to be on Mr. Snyder's side, according to several

officials on Capitol Hill.
"After all, Mr. Reagan is the

most pro-gun president we have had in many years," Mr. Snyder

Public Pressure

On the other side, Nelson T. Shields 3d, chairman of Handgun

Control Inc., said that public pres-

sure for such legislation had been mounting since the murder of sing-

er-composer John Lennon in Man-

The shooting of the president,

two law enforcement officers and

Mr. Reagan's press secretary, Mr. Shields said, should bring another

wave of support for stronger con-

Gun control has been a hotly de-

trols on a nationwide basis.

hattan last December.

vides a framework for the temporary replacement of a disabled president. If he is able, the president need only send a letter to the president pro tempore of the Senate and the House speaker informing them that he cannot carry out

The vice president immediately

If the president is unwilling or

day evening, Mr. Bush said he was encouraged by the medical reports and anticipated a "complete recov-ery" by the president. "I can reassure this nation and a watching world that this government is func-tioning fully and effectively," he

After three hours of surgery Monday, led by Drs. Benjamin L. Aaron and Joseph M. Giordano, Dr. O'Leary reported that the bullet had been removed and blood had been drained from the chest.

national controls have been fol-

After President John F. Kenne-

dy was killed by a sniper in Dallas

in 1963, several attempts were made to enact a gun-control bill. But a strong gun lobby, backed by a constituency of gun owners and

conservatives who contended that

the Constitution, managed to de-

feat legislation sponsored by the

White House and Democratic

leaders.

such a law would be a violation of it to be approved.

have branded it of little use.



other agents, usually more than **President**

awake most of the time, joking with doctors and nurses attending him. The president, a former mov ie actor, was quoted as telling them, "If I'd gotten this much at-tention in Hollywood, I would

have stayed."
Mr. Reagan's wife, Nancy, and two of his children, Ron and Patti,

visited the president Tuesday morning, as did Vice President Bush and White House aides. Mr. Reagan was "doing as well as any patient who's had an operation in his chest could do," Dr. O'Leary said, and "could probably put in a full day today, if he gets a nap this afternoon." He added, "I

up walking around in a couple of Dr. O'Leary said the president was being given antibiotics as a routine precaution and minimal amounts of painkilling drugs. He said the antibiotics would proba-bly be stopped Wednesday.

would not be surprised to see him

Mr. Reagan still had two tubes in his chest to drain air and fluid from the thoracic cavity, the doctor said. He said another tube, which had been inserted in Mr. throat to aid his breathing, was re-

moved early Tuesday. There was no doubt, among the doctors or Mr. Reagan's aides, that the president would be able to perform his major duties while hospitalized. Mr. Speakes, the acting White House spokesman, said, When decisions are made, the president will make them."

Bush Returns to Capital

After learning of the shooting, Mr. Bush immediately returned to Washington from a speaking tour in Texas. He arrived at the White House early Monday evening and joined other senior administration officials awaiting reports from the

On Tuesday, Mr. Bush presided at a Cabinet meeting after receiving the morning national security briefing usually given to the president. Mr. Bush also met with Mr. Reagan's top advisers, with the congressional leaders, and with Premier Andries van Agt of the Netherlands, who is on an official

At a White House briefing Mon-

Nancy Reagan, Children

the White House. The first lady was accompanied to George Washington University Hospital by her son Ron, a ballet dancer, and daughter, Patti Davis,

Barbara Cook, assistant press ecretary to the first lady, said Mrs. Reagan was awake at about 5:30 a.m. Tuesday when Maureen, Michael, Patti and Michael's wife Colleen arrived at the White House after flying from Los Ango-les to Washington aboard an Air

arrived Monday afternoon by chartered plane from Nebraska, where Ron was appearing with the Joffrey II ballet company.

erated on her husband. Nanc Reagan slipped into the hospital chapel and emerged after a few moments, tears in her eyes. It was the most emotion that White House aides saw in the president's wife during her vigil near the oper-ating room at George Washington University Medical Center.

The first lady was described by her press secretary, Sheila Patton, as "composed and calm" through-

She had what Mrs. Patton described as "private meetings" with Sarah Brady, wife of press secre-tary James S. Brady, who also was

cret Service agent told her shots had been fired at the president as be left a Washington hotel. Initial reports indicated the president had escaped injury and was accompa-nying the wounded Brady to the

House military office, the first lady rushed to the hospital six blocks away. Only there did she learn that her husband had also been wound-

She found him in the emergency room, conscious and joking as the

ened by amendments and the law

had not been in force long before

stronger law.
In 1976, Jimmy Carter in his successful presidential campaign

endorsed a stronger law against handguns. After his inauguration the White House prepared such

legislation for submission to Con-

gress but Mr. Carter never submit-ted it, saying that political opposi-

tion in Congress was too strong for

Ford Opposes Control

doctors prepared to operate. "Honey, I forgot to duck," he was reported to have quipped, using Jack Dempsey's words to his wife after his first light with Gene Tuncari in 1996.

ney in 1926.

tighter Secret Service protection. when he heard that the president had been shot. "I expected some-thing like this to come," he said from his home in Rancho Santa

from his home in Rancho Santa Fe, Calif., near San Diego. But he added: "My brother is a pretty tough fella. I expect he will get up from this and go back to work."

The president's '39-year-old daughter, Maureen, said she felt "fury and rage and anger that in this country, this kind of garbage still goes on." Ms. Reagan said she believes ammunition, not sans. believes ammunition, not gans, should be licensed. "Something has to be done."

The Reagans' daughter Patti was reported by her manager, Lar-ry Thompson, to be "shocked. ly concerned and praying" for her father's recovery.

General Pledges Firm Leadership For Argentina

BUENOS AIRES - Gen. Rooperation of democratic institutions" during his three-year term as president of Argentina's mil-

tary regime.

In his inaugural speech Monday night, Gen. Viola did not promise elections but did announce that political parties, barred from activity since the 1976 military coup, would be allowed to function du ing his term under long-expected legislation being drafted by the

three-man military junta. The junta chose the general to continue a national reorganization designed to give Argentina a stable economy and democratic rule. He replaced Gen. Jorge Videla, who was limited by the junta to a fiveyear term after the overthrow of

President Isabel Peron. "My term in office will be characterized by prudence and firm-ness," Gen. Viola said. "Prudence to discourage hurried or simplistic solutions, firmness to avoid any detour from the objectives the

Tighter Protection Members of the Reagan family in California were put under Mr. Reagan's brother, Neil, said he "broke down and began to cry,"

berto Viola has pledged to lead his 28 million countrymen "with pru-dence and firmness toward a full

armed forces set five years ago to reorganize a country on the verge of disintegration."

"I have an adverse reaction and I guess a lot of Americans do, too, to registration," Mr. Ford told a news conference here. "You know we just don't like to register with the government. So let's try some-

gun control restricts crime and many Americans oppose it as an infringement on civil liberties, he said. Mr. Ford, who was twice the intended victim in assassination attempts, said no amount of Secret Service protection can stop such

Peking Educator Retires The Associated Press

PEKING -- Zhou Peiyuan, 78, a physicist who worked on military projects in the United States in 1945-47, has retired as president of Peking University, the Chinese news agency said Toesday.

Resignation Is Offered By Martens

Belgian Cabinet Split Over Wage Freeze

By Paul Bolding

"BRUSSELS - Premier Wilfried Martens offered his government's resignation Tuesday and King Bandonin held what was called an unprecedented meeting of politi-cal, trade union and industry leaders to discuss Belgium's latest po-

litical crisis. The monarch said he wanted an and to the political instability that had given Belgium seven govern-ments in as many years. "It is im-possible to conduct affairs under these conditions," he declared.

Mr. Martens offered to step

down after failing to heal a split in his Socialist-Social Christian Cabi-net on economic policy. The king's decision to accept the resignation or ask Mr. Martens to stay on is not expected before tomorrow. The premier in effect had called for a wage freeze until the end of

the year, but the Socialists main-tained their firm opposition to the idea, political sources said. While King Bandouin usually takes more interest in political de-

velopment than many constitu-tional monarchs, his decision to summon 18 leaders of labor, business and politics to the royal pal-

ace was an innovation. He said he had called the gathering "to tell you of my feelings on the seriousness of the situation. Economic problems, the king asserted, are leading to a deteriora-tion of the economic fabric of Bel-

gium, threatening the well-being of the people and the future of the country. He said he would begin formal consultations on the crisis with political leaders Wednesday. It is thought likely he will ask Mr. Martens to make a last effort to reunite the government before allowing him to step down. The

four-party government is Mr. Mar-tens' fourth since April, 1979, when he became premier without any previous experience of govern-The premier ran into trouble Tuesday because he insisted that a long-used system linking wages to price rises be suspended. His said

Belgian franc and make industry more competitive. Socialist leaders denied the indexing system was inflationary, asserting that it was the only way of defending the workers living

his aim was to cut inflation, restore

international confidence in the

Yugoslavs Brace For New Floods

BELGRADE - High winds were threatening emergency dikes along the Danube and Sava Rivers as flooded areas braced for another rise in water levels expected this weekend. It would be the second ing along the two rivers has

eached record levels. Strong winds have been blowing time for two days, sometimes reaching 84 miles an hour and raising three-foot waves on the

The floodwaters, the highest in Yugoslavia in this century, have raused landslides and threatened more than 4,600 houses, and officials have declared 180 areas in danger. In Romania, too, levels along the Danube have reached the highest of the century.

WORLD NEWS BRIEFS

Allies Reaffirm Decision to Use U.S. Missiles

The Associated Press BRUSSELS - European members of the North Atlantic Treaty Organization Tuesday urged the United States to work toward missile reduction talks with the Soviet Union, but reaffirmed a decision to deploy 572 nuclear missiles pending the outcome of negotiations.

The request was made at a meeting of NATO representatives with Lawrence S. Eagleburger, U.S. assistant secretary of state for European affairs, an allied official said.

The official said Mr. Eagleburger and the allies were in harmony on the need for both missile deployment and talks to reduce the level of weaponry in Europe. He said the allies "made the point today that proceeding with the arms control track is an important part of political life in Europe."

China Is Expected to Back Sihanouk Effort

PEKING — China will back efforts by former Cambodian head of state, Prince Norodom Sihanouk, to form a united front against Vietnamese forces in Cambodia, senior official sources said Tuesday.

But it was hard to predict whether he would succeed, the sources said, adding that Prince Sihanouk often changes his mind. "He may say one thing in the morning and switch to another in the afternoon," the sources

They said it was China's view that all "patriotic forces" in Cambodia should unite to drive out the Vietnamese who toppled the Khmer Rouge

government and occupied the country in 1979. Egypt Selling Ammunition to Iraq, Sadat Says

CAIRO — President Anwar Sadat said on Tuesday that Egypt was selling ammunition to Iraq, one of its severest critics in the Arab world. He said that the sale was in gratitude for past Iraqi arms deliveries to Egypt, but that he still believed Baghdad had been wrong to invade Iran

Cairo has maintained neutrality in the Gulf conflict, and Mr. Sadat said the ammunition sale should not be seen as a change in that position. Iraq was one of the Arab states that led the campaign to isolate Egypt after Cairo signed the 1979 peace treaty with Israel. The Egyptian leader said Baghdad had approached him for the arms assistance through an

U.S. Firm Fined for Eluding Iran Trade Ban The Associated Pre-

NEWARK, N.J. — A U.S. company that illegally shipped goods to han by way of West Germany and the Soviet Union must pay a \$40,000 fine, a federal judge has ruled in the first criminal case prosecuted under former President Jimmy Carter's trade ban.

U.S. District Judge Clarkson S. Fisher said Monday that the fine against Geils & Foerst Marine Electric Inc. was half the maximum amount because he was concepted that the New Bookelle M.V. firm

amount because he was concerned that the New Rochelle, N.Y., firm would be forced to dismiss workers or go out of business.

The company admitted in court in February that it shipped 200 weiding machines worth \$300,000 to Iran, violating the trade ban Mr. Carter ordered after the scizure of hostages at the U.S. Embassy in Tehran in November, 1979, It also paid \$10,000 in civil damages.

State Troopers Disperse EEC Farm Protesters
United Press Intérnational BRUSSELS — State troopers used tear gas Tuesday to disperse an estimated 4,000 farmers demonstrating in front of the European Economic Community Council of Ministers building where farm ministers were discussing farm price increases for the 1981-82 marketing year.

The farmers, mainly from France, Italy and Belgium, brandished signs demonstrated by the produce to match vising

demanding a 15-percent price increase for their produce to match rising costs. The farmers occasionally bombarded a double cordon of state troopers with eggs, tomatoes, oranges, bottles and stones before being

Inside the building, the farm ministers discussed a new compromise proposal for an 8.8-percent price increase.

Stander Trial of Dissident Begins in Moscow

MOSCOW — The trial of human rights activist Tatyana Osipova, charged with "spreading slanderous materials" against the Soviet state, L. an in Moscow city court Tuesday, Tass reported.

Misc Osipova, 32, was arrested last May 27. She was one of the most active members of the group founded in 1976 to monitor Soviet compliance with the 1975 human rights agreements signed in Helsinki. She

faces a maximum sentence of seven years imprisonment and five additional years of internal exile. Tass said she is "accused with her accomplices of making, keeping and spreading over the past three years slanderous materials which malign

Marcos Challenges Opponents to a Debate
New York Times Service MANILA — In a departure from past aloofness, President Ferdinand E. Marcos has challenged some of his political opponents to a debate

Thursday and they have accepted. The United Democratic Opposition, known here as a moderate group, announced Monday that it had accepted the challenge and said that one of its members would be selected by lot to face Mr. Marcos in the debate, which is to be broadcast. The main issue is a proposed amendment to the Philippine Constitution that would authorize Mr. Marcos to run for a six-year-term with all-embracing powers.

DeWitt Wallace, 91, the U.S. Publisher Who Founded the Reader's Digest, Dies

the the Soviet state and social system."

MOUNT KISCO, N.Y. — DeWitt Wallace, 91, founder of the Reader's Digest, died of pneu-monia at his home here Monday

night, a spokesman for the maga-zine said Tuesday. He had undergone abdominal surgery at Columbia Presbyterian Hospital in New York City about three weeks ago and returned to his home. High Winds, a short while later, the spokesman said. His peers in the publishing field ridicaled Mr. Wallace's idea for a magazine that contained conden-sations of articles from other sources and no fiction. Ev astute William Randolonh Hearst

saw no future in such a venture. 100 Million Readers

But Mr. Wallace persevered and the eventual result was the Reader's Digest, currently published in: 15 languages, with a U.S. circula-tion of 18 million copies monthly. An additional 12.5 million copies circulate abroad in 162 countries.

More than 100 million people are estimated to read the compact little magazine each month.

But success was a long time coming for Mr. Wallace, who described himself as a moody wor-

Born in Saint Paul, Minn., he was the son of Dr. James Wallace, a professor, dean and finally president at Macalester College there. As a young man, Mr. Wallace, became convinced there might be a market for a magazine that con-densed articles of general interest from other publications.

In 1920, after being seriously wounded in World War I, Mr. Wallace issued a sample copy of the Reader's Digest, but it attracted little interest.
One of his few staunch support-

ers was Lila Bell Acheson, sister of ed States, said a spokesman for the a Macalester classmate whom he UN High Commission for Refuhad met during a Christmas vaca- gees.

tion at her home in Tacoma, Wash. They were married in 1922 in Pleasantville, N.Y., and the revived Reader's Digest was put to-

gether in a basement in Greenwich In the early going, Mr. Wallace

The venture took hold this time ville. Eventually the magazine's home evolved into a handsome Georgian structure with low, ram-bling brick annexes.

successful and many foreign lan-guage editions then followed. In 1950, Mr. Wallace launched Reader's Digest Condensed Books, with volumes published five times a year, each containing four or five edited books, with emphasis on fiction. About 12 million volumes

a year now are sold in the United States and millions more abroad. In 1972, his advocacy of a strong America brought Mr. Wal-lace and his wife the Medal of Freedom, the nation's highest civilian honor.

The magazine donated millions to youth and education, the humanities, medicine, religion, civic affairs and the arts. The Wallaces officially retired

4 Afghan Envoys Defect To U.S., UN Official Says

NEW DELHI - Four diplomats from the Afghanistan Embassy who secretly helped their countrymen flee Soviet-occupied Afghanistan have defected to the United States, a UN official said Tuesday.

Other sources not connected to the U.S. Embassy in New Delhi confirmed the freedom flight and said the U.S. mission quietly spirit-ed the Afghans and their families to the airport Monday night. They said the Afghans boarded

Employees at the Afghanistan Embassy said the diplomats were granted political asylum in the United States, but U.S. Embassy

secretly giving dissident Afghan refugees student papers for India so they could leave Afghanistan.

Mohammad Faroug, Hassan Kaifi and Najib Poya. Wives and children brought the number seeking

عكدًا منه المرصل

Nancy Reagan arriving at George Washington University Hospital Tuesday to visit her husband:

Visit President's Bedside

WASHINGTON — Nancy Reagan, reunited with her children during a night of high emotion and, little sleep, returned to President Reagan's bedside Tuesday morning at a hospital six blocks from

an actress. Mr. Reagan's two chil-dren from a previous marriage, Maureen and Michael, were planning to visit the president separate-

Force transport plane.

Ron, 23, and his wife Doria had

On Monday night, while doctors

out the operation, receiving per-iodic reports on the progress of the surgery. After the operation, Mrs. Patton said, "a greatly relieved and very grateful" Mrs. Reagan spoke to her still groggy husband and then returned to the White House.

wounded in the assassination at-tempt, and with the wife of the wounded Secret Service agent. Mrs. Reagan had just returned to the White House from a Georgetown luncheon when a Se-

hospital.
With Ed Hickey, a long-time friend who now heads the White

two decades. But with every assas-sination and attempted assassina-tion, public outcries for effective content provisions were weak-

lowed either by congressional inac-tion or passage of such weak legis-lation that gun-control proponents a failure and began seeking a

aders. TOKYO (WP) — Former Presi-Then, after the assassination of dent Gerald R. Ford said Tuesday

the Rev. Martin Luther King Jr. that he doubted that the attemp

and Sen. Robert F. Kennedy in on President Reagan's life would 1968, pro-control forces succeeded lead to legislation requiring sun

1968, pro-control forces succeeded lead to legislation requiring gun in passing a law intended to ban registration, which he said he

Gun Control Debate Likely to Be Revived in Congress

thing else before we go down that There is no statistical evidence

OBITUARY

Village in New York City. copied articles from magazines in the New York Public Library, af-

ter editors granted him permission to reprint them without charge. and, as it prospered, the Wallaces moved their operations to a garage and shed in suburban Pleasant-

as co-chairmen of Reader's Digest in 1973, but continued as directors

a flight to Frankfurt, West Germany, where they were to change planes and fly to New York. The U.S. Embassy handled the diplomats' visas so they left as defectors, not refugees, for the Unitofficials refused to comment. The Afghan diplomatic employees said the four diplomats were

"Even when the four Afghans were in Kabul they were planning to defect," a translator said. to detect," a translator said.
"When they got posted to New
Delln's Afghan Embassy last year
they felt lucky and began meeting
Afghans here for help."

The defecting diplomats included Consul Abdul Ali Raoufy and

INTERNATIONAL Herald Tribune

Wednesday, April 1, 1981

Attack on the President

Dilemma of Protection

The greatest risk in the attempt on President Reagan's life is that it will be generalized into a metaphor for a sick society. It is not that. It is an aberration. Furthermore, there is no indication that John W. Hinckley Jr., the alleged assailant, has anything to do with the makers of coups and revolutions in the world. There is every sign that he shares the paranoia, the obsessiveness and ultimately the psychosis of persons like Lee Harvey Oswald, Lynette (Squeaky) Fromme, Sarah Jane Moore, James Earl Ray and Sirhan B. Sirhan. The attack on the president, which resulted in the tragic shooting of press secretary James Brady and the wounding of two law enforcement officers as well as the president, should be understood both at home and abroad as an act of individual madness unless an investigation proves otherwise.

In a free, democratic society of 230 million people, the hazard of physically isolating the elected national leader from the electorate is infinitely more dangerous than allowing him to risk assassination. It is not possible to move the president about in a bullet-proof box each time he appears in public. Nor is it possible to "round up the usual suspects" each time the president leaves the White House. As President Kennedy observed, politics and protection don't mix well. And without politics there is no freedom. So clearly, if something has to give, it is any idea of total protection for the president.

That does not mean the nation cannot do better. A little preventive police work might have saved the four men from being shot and rendered unnecessary the heroism of Secret Service agent Jerry Parr who hustled Mr. Reagan into his bullet-proof limousine while protecting him with his own body. During the presidential campaign, Mr. Hinckley was arrested in the Nashville airport with three handguns in his possession. President Carter was in Nashville at the time. Mr. Hinckley was trying to board a plane to New York

when he was arrested. Mr. Carter was due there four days later. Mr. Reagan was in Memphis the day Mr. Hinckley was arrested and was due in New York a week later. Should that have been enough to keep the young drifter from Denver under surveillance? If yes, for how long? What about Miss Moore, who shot at President Ford in San Francisco in 1975? The Secret Service identified her as a potentially dangerous radical before the Ford visit. Yet, there she was, armed and unobserved in the crowd. Surely more care could have been taken in that case.

But most of all, it must be recognized that insane attacks of this kind are not a threat to the stability of the United States or to its institutions. Everyone is thankful that the president was not seriously wounded and that he has already resumed some of his duties from his hospital bed. But if he had been killed like President Kennedy, there is every reason to believe that the machinery of succession would have worked efficiently. Despite the internal squabbling in the administration over who is in charge of what there is little doubt that if the president had been incapacitated or killed, the vice president would have taken over the government with the full support of all members of the Cabinet, the Congress and everyone in the United

There undoubtedly will be a national outpouring of feeling now for Mr. Reagan and his family, as well as for Mr. Brady and his family and the two lawmen and their wives and children. And there should be. But these personal good wishes should not translate into uncritical support for the president's programs or policies. Despite the assassination attempt, or perhaps because of it, the best thing for the United States now, is business as usual. The aberrant should not be allowed to pervert the norm.

INTERNATIONAL HERALD TRIBUNE.



First comes cold shock, deep in the pit of the mind. Not again. Not another one of those days of grim unity, with everyone remembering where they were when they heard the news. How many times have we all gathered together, tragically united around the altar of events?

The mind, unbidden, wonders what people elsewhere must think of us, and it calls a grim roll. The dull drums and bright November sun of 1963 ... the poignant figures bent over the silent form on that balcony in Memphis ... the glare of the hotel kitchen floor in Los Angeles ... the blinding pain in the parking lot in Laurel, Md. We are united by what we have seen together, by what we have felt together.

Then, as the day dragged on, a more fervent kind of unity; of sick sorrow, shared pain and hopeful prayers for the president and for the men who fell beside him.

Then comes a feeling of raging helplessness. The bruised mind struggles to learn, Is there no way to prevent such horrors, no way to protect the victims, their families, the nation? A gun law, one thinks. Yet even as the thought forms, one realizes that while a law might create an obstacle to other crimes, it might only be a temporary obstacle to anyone with such demented business in mind. And as one looks again at the instant TV replays, one sees that if a president is ever to walk among us, he could hardly be guarded more closely.

Then comes a low, rumbling fear. Not for what will happen now, in Washington; Americans' constitutional faith and tradition

are so secure that we automatically expect patriotic obedience from those to whom authority has fallen.

The fear is of what will happen later, around the country. Some, angered by and impatient with uncertainty, will turn preconception into fact. No matter what they say, the accused assassin must be an instrument of the radical right - or left. And the violence of the bullet will be magnified by the violence of glib generalization.

Such muttering need not be paranoid. Decent people will say to each other that there is a poison infecting society and it must be rooted out. Perhaps there is comfort in that thought — as though our era is aberrational and as though there have ever been golden ages when those who governed societies have been immune from acts of rage and insanity.

But there is a truer source of comfort this grim morning. This generation of Americans this generation of spectators - has joined together again and again in sorrow. But we have also gathered in another kind of unity; the unity of exaltation over great deeds, like the moon landing; the unity of joy, as on that split-screen day just 10 weeks ago Tuesday. As the hostages were released on one side of the world, Ronald Reagan welcomed the country to his Washington. "Standing here," he said, "one faces a magnificent vista, opening up on this city's special beauty and histo-

May he, and we, soon repair that history and reclaim that beauty.

THE NEW YORK TIMES.

The Shootings

"I knew 'they' would try" - it was one of the first broadcast responses of a bystander when the news of the attempt on President Reagan's life became known. Our mind (we are all so abysmally accustomed to, even practiced in these things) raced back to the same kind of certainties that were expressed when John Kennedy was killed in Dallas and George Wallace shot in Maryland: They we all thought we knew who they must be in the political context of the moment. This, it seems to us, is one of the first things to be avoided this time. We don't know at this writing much about the suspect who is being held for these crimes. But everything we do know at the moment points to the same vicious, violent derangement that has brought the United States such an excess of grief of

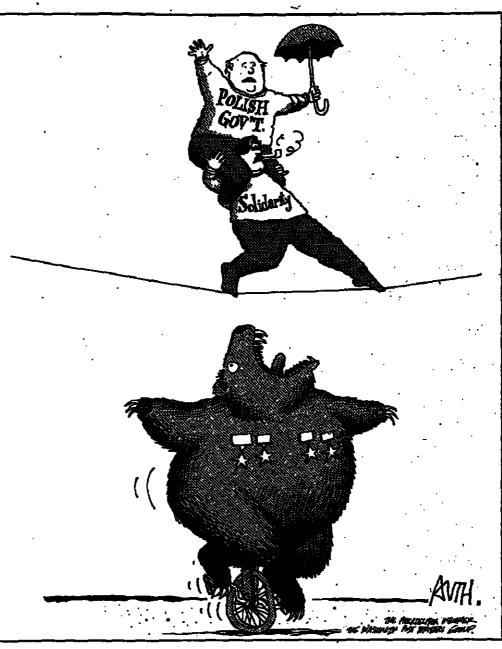
this kind in the past two decades. If this is the case, it will also reaffirm the terrible truth that there are limits on the kind of protection - insulation, really - that can be afforded a president, unless it is intended to cripple completely his ability to lead. Certainly the Secret Service precautions and the security generally of the president will need to be re-examined in relation to this terrible event. And it is surely possible that some fault lay in the character of those protections, that things will need to be tightened up. But it is also true and very important to remember that there is a point beyond which these protections cannot go.

Mr. Reagan has in fact rather altered the conception of the president's role since he took office. His idea of leadership - and there is something to be said for this particular form - clearly has a lot to do with persuasion, ceremony, a kind of embassy to his constituents and to the other branches and

levels of government. He is not the man who wants to make every technical judgment ordecision. He is the man who wants to bring the country with him on a broad front of policy changes, and he intends to do this by means of a great deal of mingling with the people who must help him make the changes and with those whose opinion and consent must somehow validate them. You do not have to buy the content of Mr. Reagan's program to accept this concept of presidential leadership and to accept the obvious corollary that such a president will never be completely outside of the danger of a criminal's

But none of this makes the ordeal any less outrageous or heartbreaking. How many times must public figures, their families, the rest of us endure this? How many innocent victims like Jim Brady must there be? How many brave policemen and Secret Service agents like Officer Thomas K. Delahanty and Agent Timothy J. McCarthy must be shot in these ugly proceedings? Has everything been done that must be done to limit the opportunities as much as possible? We will not believe that it has been until those damnable firearms have been put out of the reach of every criminal and potential criminal who wants one - to whom they are accessible now. But we do not move from this to some general complaint about the society itself or to those old and spurious complaints about how we are a violent or aggressive people collectively. The caption on this dreadful picture is not that Americans as a nation or a people are violent or weak, but that some among us are -- and are armed.

THE WASHINGTON POST.



Cutting Off U.S. Envoys

By James R. Schlesinger

"The West German ambassador made a sizeable contribution - in VV partment of State has re-cently dispatched orders to the Deutsche marks - and murmured field that ambassadors should no something about the Berlin airlift. Unfortunately, he followed it with a rather tedious lecture, to which I It was not, I subsequently learned, what I had initially feared — a new, if rather anomalous, was obliged to listen, to the effect that the United States would not be in its present troubles if it un-derstood the teachings of the chanfrequent contacts between U.S. ambassadors and groups in the countries to which they are assigned are detrimental to the national interest. Rather, it was a shortage of finds requiring description of the countries of finds requiring descriptions. cellor or followed the advice of the Bundesbank."

Firm Handclasp

shortage of funds requiring dra-conian measures of austerity.

Ah, Travel — what follies and envy are stirred in Thy Name! "America may require ein Oberletrer," I commented sympatheti-cally, "even a self-appointed one." "The British ambassador simply gave me a firm handclasp," contin-The bureaucrat as jet-setter. The gave me a firm handclasp," contin-ued our ambassador, "and referred gently to Hands Across the Sea. We're all in this thing together, he concluded. 'You'll have to muddle through. Stiff upper lip.' " "Rather inspiring," I responded. "But it was the Japanese ambas-reder with mellic control are." he confinence of waste and dubious morality. The natural prey of the green eyeshade type, the moralist and the investigative reporter.

And now we are come to this: The

heads of the country teams, the sador who really surprised me," he continued with enthusiasm. "He to (operating) quarters — or forced to make special arrangements for not only made a contribution - in dollars, not yen - but also presented me with a tape recorder, exnates in Washington. How unre-leating must be the nation's finanpressing his sympathy that I should be confined in the capital for so long with so little to do. He said he would have given me a camera, but he knew I would not I had not the heart to inquire whether special arrangements had

be traveling much."
"After all that," said I, "who would ever ask: Where are the

allies? "It was really quite moving," he continued. "It brought me back to my days in the Navy. When a sail-or's mother was ill, we instantly would take up a collection to send him home."
I inquired as to how his U.S. col-

leagues were coping with the new constraints. Some are pretty ingenious," he responded. One of my friends, who is in a NATO country, has ingratiated himself with an Air Force major general, who occa-

sionally allows him to fly on his

— Letters-

Argentina Arrests

In reading the impotent and

lightweight editorial (IHT, March 4) entitled "Arrests in Argentina,"

I was immediately overcome by a wave of fury and hatred for not

only those directly responsible in

Argentina but also the new U.S.

administration which has made it

all too clear that human rights has

no place in a world where profit

and prestige reign.

The near future is indeed bleak

suming and ends in organized ter-

rorist activity such as currently

plagues so much of the world.
Fight fire with fire? The Wash-

ington Post editorial hardly went

As a young, middle-class Argen-

tinian temporarily in Europe, I was infunated by Anthony Lewis'

article "Backing Argentina: Accomplice to Terror?" (IHT, March

24). It repeatedly quotes Robert Cox, a British journalist who is former editor of the Buenos Aires

Herald, as if he were citing the

bible. Statements like "Argentine

terror [is] on a level with the Nazis

in every way," or "the horrible

things they have done to children."

or "Soviet dissidents are not treat-

ed anywhere near as brutally as

prisoners in Argentina," would be

LARRY FRAREY.

far enough.

Florence.

ed that the United States rebuffed "Indeed," he continued thoughtthe provinces and identified whol-ly with Ottawa? Could he admit that he would like to come, but fully, "I'm considering cabling Washington suggesting to the State Department that the Department of Defense be asked to provide a Instead, I inquired into affairs at car to all defense attaches that a run-of-the-mill embassy in Couneach of our ambassadors might use. After all," he concluded some-

plane

try X — to see what expedients good of American ingenuity might devise in grappling with our present embarrassments.

The ambassador appeared resolute under the circumstances.

WASHINGTON — The De-

judgment at Foggy Bottom that

very representatives of the presi-dent in other lands, either confined

travel with their nominal subordi-

cial crisis? I was determined to in-

Squeezed

been worked out for our ambassa-

dor to Saudi Arabia. He, after all,

is stationed in Jidda. Decisions are

made in Riyadh - 600 miles away. Even a one-cent rise in the price of

Saudi oil would seemingly dwarf any savings to be squeezed from

Nor did I wish to inquire into

special arrangements for our vast neighbor to the north. Canada, af-

ter all, is not Liechtenstein. Ottawa is currently locked in a battle with

the provinces. If the U.S. ambassa-

dor, month after month, declined

invitations in Vancouver, Calgary or St. John's, would it be conclud-

had no travel funds?

the ambassador's travel budget.

quire into the consequences.

"These are the times that try men's souls," he observed — substituting the metaphor of Valley Forge for that of an economic Dunkirk. We must be ingenious these days. For a while I tried hitchhiking to get around the country. But departmental rules require that I take my bodyguard on official trips — and there are so few motorists who will pick up two men when one has a noticeable bulge under his arm. We even carried a small Ameri-

can flag for a while. But we gave it for men of good faith who value life and liberty. In a moment such up. Under the circumstances, it tended to undermine U.S. prestige. as this it is easily understood; the frustration that becomes all con-"Anyway, one day my problem was solved, at least temporarily, when an allied ambassador saw me

on the highway and quickly arranged to take up a collection — for me and for the United States. "It was the most heartwarming experience of my life the way my colleagues rallied around in a time of trouble. Even the Soviet ambassador made a contribution. Some suspected it was for ulterior motives. But I thought it was rather

sporting of him." Our ambassador became almost vistful as he recalled the events. The French ambassador told me that the United States no longet cast la gioire de la France into the shadows, that the United States stood in as great need of French assistance as in 1778, He then gave me one of those famous Gallic winks, and concluded: 'John Pershing --- we are here,'

One can rely on the French in periods of adversity," I observed.

what enviously, "State may have no funds, but Defense is certainly thush — and might help out."

I commended him on the inge

nuity and courage he and his colleagues were displaying in the crisis. "Nothing to it," he commented blithely. "These are tough times. If they are closing the National Aquarium for budgetary reasons — and even its founder, Gen. Grant, is forced to turn in his grave — the Department of State must expect to take a few hits."

The writer has served in Cabinet positions in the Nixon, Ford and Carter administrations. He wrote this article for The Washington

Can Social Democrate Rejuvenate Britain

By Wayland Young

T ONDON - Some of the Britsh press have shown some disappointment with the Social Democrats since the party was aunched last Thursday: "No more policy that would go on the back of a credit card." The allusion is to the fact that you can join the new party by giving a credit card number on the telephone: It is a gauge of the antiqueness of the British political customs that this should political system that this should appear to journalists as dangerously slick, modern, and probably un-

sound. A moment's thought would show the unwisdom of a new, ultrademocratic party (which is what it is proud of) appearing with a ful-ly fledged cintch of policies laid down from the top before it even has any memberi

The names of the leaders, who have been known to all for 20 years, the promise that it will be the party of one-person-one-vote in its own affairs, and the list of 12 short policy points, give everybody except those who pretend blindness to conceal annoyance a per-fectly clear idea of what the SDP is and where it is going.

Poll Results

The poll results remain totally amazing, and almost exactly constant since the "Gang of Four" (Roy Jenkins, David Owen, William Rodgers, Shirley Williams) made their first announcement two made their first announcement two months ago. The pollsters ask many questions, but the only interesting one is: "How would you vote if there were a general election tomorrow, and there was an alliance between the Social Democrats and the Liberals?"

The key word is "alliance." It is distinguished from "pact." A pact is when two parties agree not to

is when two parties agree not to run candidates against one another. An alliance is when they agree not only that but also that whichever party supplies the candidate in a given constituency, the other shall positively back him. When the "alliance" question is

asked, the answers have quite regularly given the very high figure of percent; Conservative and Labor are boxed away in corners with percentages down in the 20s.

Now of course mid-term polls are never to be taken as on-target for election results, and the next parliamentary election is probably two or three years off. It is difficult to say what the relation will be this time, simply because poll results like these are totally unprecedented. Since polling began in Britain just before World War II, nothing even remotely like them has been

ther to deny or to assert the will not hold up until the nexten

The skill of the leaders new party has been simply Ho They have done their job go d have caught the will of the p sed as the tide changes. They are ing and guiding a current on o democracy is about. The facer they are riding and guidir."
wards the center is also wha ain is about. In what other air try, faced with 1930s unen wh ment levels in the 1980s woulding expect a new party to be a bai center one, and not a radica tha ist, even fascistical one? (I Powell is still alone in barkitate

that tree.) noe!
To ask that is merely to ng an oneself that the new party mand direct fruit of the polarizationer British politics; It is moving | P. the vacuum in the center, ye moving so quickly precisely ficause the right pole, moving stim from the left at the speed of sid: has used state power to creathout

remployment s m. For the SDP, this is a resvern mre. But here comes the shashing Because of Britain's zany. the past the post" electoral law. and & ty or alliance which has 49 peder of the votes cast can, if it sitt exactly 49 percent in every constituency, get no seats at Parliament. If on the other ha gets 51 percent in every single of stituency, it will get all the seen Parliament.

A Shame

What really happens depend differential geographical strent Labor had a majority of 200 in 1945 with a vote about wha SDP/Liberal alliance is sco now: but their strength was in north. The Tories have a major of about a 100 seats now, on a the same figure, because

It would be a shame inde the very evenness of its sup were to prevent the SDP ge the parliamentary seats it nee reform the British electoral sys It may come to that, in which stathe British people, and indeed the world, must just keep on marvecally at the irrational and destructive sig nacity of the old Conservative Labor parties.

But if the SDP decides to 3d ar centrate its efforts in one par sag Britain, it may not come to, of after all, and the rejuvenation dec our good old country can at Room

Rx for Nuclear Anxiety

By Stephen S. Rosenfeld

WASHINGTON — Are you ready for the doctors' nuclear cure? A group of them, with a Harvard-MTT nucleus, have organized as International Physicians for the Prevention of Nuclear War to make the rest of us think harder about what they see as an unthink-ing global drift toward sure catas-

Their special credential is medi-cal expertise. With it they hope to rebut what is undeniably a growing tendency among strategists and politicians, in Washington as well as Moscow, to regard nuclear war as thinkable even if it were to escalate beyond the bounds of "limited" and "tactical," as being horrible but not paralyzingly horrible, as something that a well-pre-pared nation could adequately survive, as a contest that could be

winnable in some meaningful way.

Worthy Argument Not so, say the doctors. At a recent conference, they produced their own sobering counts of likely casualties and effects on public health in order to challenge those who argue, from their generally much lower numbers, that nuclear war is not all that different from

hilarious if the matter were not so

grave and its purpose so blatantly deformative.

many years a massive onslaught by Cuban-trained guerrillas armed

with Soviet weapons, (that is, before Afghanistan, when the world

seemed to "discover" that the Rus-

The "disappeared" are with few

exceptions terrorists who have

been killed by the armed Forces in that long conflict, with the support

of the vast majority of the

Adding insult to injury, Harvard

has accepted Mr. Cox as a martyr, naming him a Nieman Fellow

sians are naughty).

Argentinians have fought for

The doctors no doubt will be accused of inflating their numbers to match their nuclear anxiety, but those on the other side can be similarly suspected of deflating their numbers to justify their own strategic alarms. It is a worthy and necessary argument. The people responsible for the world's nuclear valance should not be allowed to build forces and draw war plans without factoring in the best available calculations of what the toll might be.

Having given this much, however. I must add that in some respects the doctors are going about their program in a disconcerting

They should never have accepted Soviet doctors as "nonpolitical" soul mates. This invites all of the shameless fraud of which Russians are canable. At the conference, their delegates cooed and encouraged Western doctors to become, in effect, a lobby for unilateral Western disarmament. There is no Soviet public opinion that can help make the Kremlin responsive to the doctors evenhanded appeals.

Let us have no more of this nonsense about physicians' dedicating themselves to life without regard to national boundaries. If the group wishes to be taken seriously, let it throw the Russians out. It was especially revolting to see a Soviet psychiatrist on the program, Soviet psychiatry being an instru-ment of unspeakable political

Wrong Premises But this is not all that is incombent mon International Physicians for the Prevention of Nuclean War. It could do a service by acknowledging that its program is essentially an assault on the strategic premises of the Reagan administration, and by showing where

those premises go wrong.

The administration's basic concept was summed up by Secretary of State Alexander M. Haig Jr. when he said that everyoue must understand there are some things we would fight for. To the nuclearnervous, such an assertion leads all-too-automatically to a combative policy increasing the chance of

To Mr. Haig however, it are pears to mean just the opposite. To the extent that doubt about her minished, a hostile power will be less inclined to test the limits of U.S. forbearance. This flows from the judgment that the principal danger of war arises not from the "arms race" or from the supposedly destabilizing nature of particu-lar weapons or from the prospect of accident, but from political miscoliculation

Makes Sense

There is much to this formulation. It does not solve every question, particularly the question of administration's judgment. But it makes sense to me that a clear statement of U.S. intent to protect U.S. interests can reduce the miscalculation that might pro-duce war. The risks of nuclear war are considerable, and there is surely room for more than one way to perceive them. But this is one good

In brief, there is a bargain to be struck. If the doctors wish to gain hearing for their view of the perils of current official thinking about nuclear war, they must grant a hearing to the administration's more sober strategic rationales. The bane of strategic debate for years has been the contempt that "liberals" and "conscrvatives" have shown for each other's views. The argument should not be allowed to degenerate into charges of "nuclear machismo" on one side and "better Red than dead" on the

Other. 01981, The Washington Post.

The International Herald Tribune welcomes letters from read-ers. Short letters have a better chance of being published. All letters are subject to condensation for space reasons. Anonymous letters will not be considered for publication. Writers may request that their letters be signed only with initials but preference will be given to those fully signed and bearing the writer's complete address. The Herald Tribune cannot acknowledge letters sent to the editor.

ecuri Ak

for of.

pers

Herald Tribune

John Hay Whitney Chairman Katharine Graham

DANIEL REALY.

Arthur Ochs Subberger Co-Chairmen

Commission Patting No. 10 Page. All rights may vol.
Commission Patting No. 10 201.
General Manager, Ann. Alia-Leong. 24-34 Hemorry Road, Room-18/11. Hong Kong. 74: 5-28 58 18-9. Tales: 61170 D-71HKBY.

Richard H. Morgan

Roland Pinson René Bondy

Lee W. Huebner

Philip M. Foisie

Walter N. Wells

Robert K. McCabe

Stephen Klaidman

Associate Publisher Director of Finance Director of Circulation Director of Advertisin

Publisher

Executive Editor

Deputy Editor

Chief Editorial Writer

Editor

عِلَدًا منه الأصل

Carte .

and the same

黄 第55 。

A 450 S.

Art. Mary

K AK

brie --

300 C

Maria .

44.

en en en en

وين جو س

Mich Asses

ي جويسغ عند

N. 18.

الرازية المعطو

FOR Long. . .

500

****** <u>- -</u>

F. - 19 - - .

fine of the second

क विष्कृति । ,=:

afairte.

V 7- 4-

F. कें सक्ता ।

2000

ے وہائیں کہ کہ ج

Fred Sec.

المالنته

5 - 2 · · · ·

Ber est. La

. بتوجع لني

3.700

(編) (4) (4)

150. 1

-27 -

1 - - -

y ...

م ورياً

<u>.</u>

44.4. 4

541

9

\$ 9.00

Programme .

¥ +

3-20-6

47

25 22

a 25%

N.Y

~ 4= *

Security .

Mary Trace

-

may it.

7

ر يود والله

By Thomas Quinn Curtiss

International Herald Tribune

PARIS — "Coal Miner's Daughter" of Michael Apted is based on the autobiography

of Loretta Lynn, the country mu-

sic warbler, whose success story

is encouragingly crowned with a

Apted pictures the coal-dust

settlement and the rop concert world with candid realism, but

his portrait of the latter has not

the harsh, sardonic tone of Alt-man's "Nashville." Here we are

not in monkeyland, but among

As portraved in the film, Lynn

lest her dusty Kentucky home-town after an early marriage to a

cocky World War II veteran who

spurned the two possibilities the community offered him, digging

in the pits or enlisting in the moonshine trade. His bride fol-

lowed him to more open spaces

and untainted ozone and before

long they were blessed with many

children. Her singing about the bouse enchanted him and he, a

fellow of irrepressible determina-

tion, forced a public career upon

her. She sang in local taverns to hillbilly bands and he pushed her

records with disk jockeys. She

was soon in competitive concerts in Nashville and emerged as a

Unlike the fate of some rivals

her plunge into the spotlight did

not lead to destruction. She took

to neither drugs nor drink,

though the pressure of her

whirlwind tours upset her and a

nervous breakdown lowered the

curtain on a performance. The reponsibility of a large family

and her eager-beaver husband,

occasionally discontent at being

By Michael Zwerin

PARIS — Following the tracks of Sidney Bechet, Jimi Hen-drix and Mort Shuman, Americans

Garland Jeffreys and the Stray

Cats have recently found the

streets of Europe to be paved with

After 13 years in the rock mines,

after six albums for three record

Girl." It was late Jeffreys

living in a one-room apartment off

Gramercy Park. He had sung with Lou Reed, John Cale and Eric

Burdon, and he knew everybody in

the business and they all knew

By Helen Lion

BONN — He was an unemnai Herold Tribune

had offered his services to the Brit-

ish, the French, the Austrians and

the Germans (in Baden) - all of

whom turned him down. He ended

up as an adviser to Gen. George Washington and a much-hailed

hero of the American Revolution.

ette and the Pole Kosciuszko, who returned to their homelands, he

stayed and totally identified with

his new country. Now, 250 years after the birth of the man who was

baptized Friedrich Wilhelm Ludolf

Gerhard Augustin von Steuben in

the city of Magdeburg, an exhibi-tion traces his life and military ca-

reer via archives, letters, dioramas,

Assembled by the Berlin-based

Stiftung Preussischer Kulturbesitz and composed of 350 items assem-

bled from four countries, it has

just closed in Bonn and will be

shown next in Wuerzburg, at the corporal . . ."

books and mans.

Unlike the Frenchman Lafay-

ployed Prussian officer who

companies with

obscure and long

vanished groups named Train.

Mandor Beek-

Grinder's Switch.

pushing Jeffreys album "Ameri-

man, Romeo and,

ational Herald Tribune

national favorite.

recognizable humans.

happy ending

Ejuvenale Lashing Loyalties Heighten Gaza Tension with "There are no elections. The peo- Moslem Brotherhood. Pro-Je y David K. Shipler. York Timer Service "There are no elections. The peo- Moslem Brotherhood. Pro-Jor-

. - The placed surface of y life here is a deception. children play laughingly in vn dust of the crowded ref-nos in this Israeli-occupied eside the Mediterranean, ents gave way long ago to

the poverty, knots of changers chister outside a the central city, passing Egyptian, Jordanian, Is-American currency.

ent slums of stone and con-

nranges and grapefruits are g now, and people are busy. heaving with the fruit rumtheast into Israel proper, to Jordan and the Arab

N. Lebanon - Eight per-

ere killed and 12 wounded

stack commandos in rubber

m Lebanon early Tuesday,

ral houses were also de-

d after the commandos near the Mediterranean

Tyre under cover of an arharrage from two Israeli na-

nesses said the naval shelling rected at the Palestinian ref-

amp of Rachidiye near Tyre

ward neighboring hills. Tyre, destroying vehice tod Nations forces in south-ting several guerrillas.

il sources said.

attacked the coast of

working in Israel.

In the evenings after work, young men shoot billiards in smoky poolrooms where hashish is often sold and where Arab informers for Israeli intelligence ply their trade.

A Growing List

In the office of the Israeli military governor, Brig Gen. Yitzhak Segev, a blue chart hangs on the wall. It contains a list of Arab names that has grown to a dozen over the last four months - the names of assassination victims in the most serious outbreak of political and religious violence in years. "For the last thousand years, all

Die in Israeli Raid on Lebanese Coast

ern Lebanon reported that Pales-

tinian forces responded with artil-lery and heavy machine-gun fire, a

Witnesses said six dinghies ap-

proached the coast and were met

with heavy fire. The battle lasted for 90 minutes, they added. The Palestine news agency WAFA spoke of two landing attempts with a total of eight dinghies.

In Tel Aviv, a military spokes-man said Israeli forces attacked

Palestinian targets just north of Tyre, destroying vehicles and hit-

UN spokesman said in Beirut.

Heavy Fire

captured by Israel in the 1967 war, the general added: "Most of the educated people were educated in Egypt. There is a leftist stream. There is a religious stream." These conflicting streams form a corrosive mixture among Gaza's 450,000 residents. Pro-Egyptians are stalked by the PLO. Communists are stalked by the extremist life here existed without democra-Gen. Segev tried to explain.

One person was reported killed

in overnight shelling of Tyre from

ian strongholds.

southwest corner of Lebanon.

Egypt and supports the peace trea-

Recalling that Egypt adminis-tered Gaza from 1949 until it was

danians try to stand on an eroding imals. There is a stream supporting middle ground. And those who the PLO. Many PLO leaders are violate political or religious tenets. from here. The father of Abu Jihad by supporting peace with Israel. [a leading Palestine Liberation Orselling beer or pushing drugs, are ganization official] lives here. There is a stream supporting Jordan. The other stream supports Political Killings

The most significant political killing after the signing of the Israeli-Egyptian peace treaty in March, 1979, occurred just over two months later, on June 1, when Sheikh Hashem Husandar, known as the imam of Gaza, was killed near his home after leading a delegation to Cairo to endorse President Anwar Sadat's program of peace. He had been warned. The PLO took responsibility for the

of the sheikh's delegation, Mohammed Aby Wahdi, head of the Jabilia refugee camp local council, was shot to death. He was regarded as a collaborator with the

Gen. Segev confirmed conventi-

murders were committed by fanatic religious extremists who were acting both against the sale of alcohol and narcotics, a violation of Islamic law, and against cooperation with Israeli security, a viola-

Aid to Fundamentalists

But the Islamic fundamentalists are also receiving some Israeli aid, Gen. Segev said. "The Israeli government gave me a budget, and the military government gives to the mosques," the general explained. The funds are used for both mosques and religious schools, with the purpose of strengthening it runs counter to the

Just over a year ago, the Islamic revival in Gaza erupted into a violent demonstration aimed at leftist Palestinians, who accused the Israeli military government of stand-ing by while the protesters went on a rampage. The immediate issue was a reported attempt by the PLO to place its own man at the head of the board of governors of an Islamic college in Gaza, a branch of Cairo's Al Azhar Uni-

Later, some mothers kept their daughters home for fear they would be attacked because of their Western dress. Now the feverish pitch of the zealotry has ebbed, residents say, but many young women wear traditional clothing, and an occasional episode sends a shiver through the population. Because no elections have been held in Gaza — municipal officials

tary government — the formal He could feel it coming. He power structure has not changed to thought: "My record company is accommodate the new political and religious attitudes.

tured for an hour on the French TV rock program "Chorus," He was picked up by Epic, a division of CBS Records, and his

new album "Escape Artist," released two weeks ago, has already sold 16,000 copies in France alone. His just-concluded European tour a roaring success, accompanied by full-page profiles in the European press. The French Communist Party daily. L'Humanite, called him a "genius." Garland

Jeffreys' life is about to change. He was born in the Sheepshead Bay district of Brooklyn of mixed white, black and Puerto Rican ancestry. He grew up a Catholic with mostly Italian and Irish kids. His best friends were Jews. He felt alienated from blacks. He began his career by frequently breaking into song for his classmates in PS 254. He says: "I really needed attention. Éverything I've done in my career has been to help me keep

broke in West Germany. It went gold last year. It became No. 1 in couldn't handle me. I got beat a

talked to my parents about it but I think Mom blames Pop and vice versa. So I let it go. I don't want to pin them down. But it's helped, we accept each other again." When he entered Syracuse Uni-

a scholarship to study Renaissance painting in Florence, spent a year gan to write songs. He wrote of kisses dreamed but never received, kids shooting dope, alienation, emptiness. "Escape Artist" is emptiness. about "how I escaped the pain, escaped my preoccupation with it, I can handle my pain. I am no longer paralyzed by loneliness." stairwell," about tough modern times: One line goes: "Jump, jump, let's make the great escape.

of the glory."
It's an updated American version of the old Mick Jagger line asking: "What else can a poor boy do" but sing in a rock 'n' roll

In matters of equipment, he

Muskets, carbines, fowling pieces

found conditions no better:

and rifles were found in the same

company." While they possessed bayonets before Von Steuben's ar-

rival, the American soldiers did

not know how to use them until he

showed them how (this was im-

portant, since bayonets were used

by the British). They had em-

ployed them as spits on which to

Personnel and Training

As for personnel and training, Steuben noted that "each colonel

exercised his regiment according to

his own ideas or to those of any

military author that might have

fallen into his hands." But he knew

he could not translate Prussian

military tradition into the Ameri-

can army or make out of the U.S.

soldier a depersonalized machine.

as was the ideal in 18th-century

European military thinking. "To

our soldiers you can say, for in-

stance, 'Do this' -- and he does it,'

he said in a letter to a Prussian

other hand. I have to say first

roast their meat.

form a rock band and get "a piece

Spacek as Loretta Lynn.

object of a wild chase this time is not a kidnapped peroxide blonde but a telltale tape that will confess shady secrets. Jean-Jacques Beineix has staged it at top speed and cast it proficiently. As a grace note, Wilhelmenia Wiggins Fernandez, the handsome black diva, renders an opening and closing aria. (At the Berlitz, the Marignan-Concorde and the Cli-

murder. Last Nov. 18, another member

Subsequent killings have in-volved cafe owners who served al-

land-based artillery. The town of Nabatiyet and three adjacent vilcohol and poolroom owners who pushed drugs and peddled inforlages also came under artillery fire. The last full-scale Israeli commation to the Israelis.

mando strike took place Feb. 22, when five persons were killed and onal wisdom among radical Pales-10 wounded in attacks on Palestintinians: that the murdered drug dealers were helping Israeli intelli-gence keep track of developments in Gaza. "Usually drugs and coop-Meantime, security sources said Israeli forces, backed by tanks and eration with intelligence go togethheavy artiflery, had set up a mili-tary post on Labbouna hill facing er," the general said. As a result, some Palestinians contend, the Isheadquarters of UN peaceraeli military authorities do nothkeeping forces at Naqoura, in the ing to combat drugs, and may even be intentionally encouraging the problem through benign neglect. Gen. Segev believes that the

tion of Palestinian political ethics.

pro-PLO leftists.

Belgium, No. 3 in the Netherlands, No. 6 in Switzerland. He was fea-

لفِكذا من الأصل

countless other movies. Their

pleasures and their vices conform

to those of their kind everywhere

else. Cocaine is the "in" drug and

so they are all sniffers. Their

haunt is the regulation disco with

its repetitious racket, alike in

Paris and Pittsburgh Their

clothes, their habits, their talk are

like those of their counterparts

the world over. Local color is

limited to the flamenco wailing

that accompanies the getaway

cars. As a sociological report this

is doubtless accurate. As drama

the members of the gang would be made more interesting by

A romance of sorts has been

woven into the familiar pattern.

The gang leader picks up a come-

ly waitress who becomes his in-

amorata and she sticks on a false

mustache to join in stickups. The

initial robberies take place with

clockwork precision, but at the

climax, as might be expected, there is fatal gunplay and police pursuit. The recruited waitress

loses her lover to a stray bullet

and, making off with the loot, disappears into the awaiting un-

The ensemble acting has an easy, natural tenor and Saura

tells his story in straightforward

manner, executing the action sequences vigorously and sug-

gesting in others his sympathy

for these youngsters who, exclud-

ed, avenge their exile by violence.

(At the Elysees Lincoln, the Mar-

ignan-Concorde and the Hau-

"Diva" is an amusing thriller

tracing the breathless escapes of

a young opera buff unwittingly

involved in nefarious happenings

in Paris after dark. The coveted

tefeuille in Spanish.)

Pop Music

Some Americans Finding Musical Gold in Europe

stronger individualization.

The Plucky 'Coal Miner's Daughter'

overshadowed, bolstered her and

she prospered and survived. She

Sissy Spacek makes her an appealing heroine, conveying her

innate simplicity and common

sense. Tommy Lee Jones, as the

husband who guards her from the pitfalls of her profession.

salts his role with an ingratiating

humor, lending it an edge of win-ning self-mockery, and Beverly

d'Angelo shines brightly as the

star who befriends the novice

singer and issues valuable advice.

(At the Marignan, the Parpas-

siens and the Hautefeuille in

Carlos Saura in his films fre-

quently indulges in nostalgic re-

verie, flashing back to a long-ago childhood incident — either in

the nursery or in the turmoil of

the Spanish Civil War - that has

left a permanent mark on a char-

His latest contribution, "Vivre

Golden Bear at the recent Berlin

festival takes no backward glances. It is firmly tied to the

present concerning the terrorism that is alarmingly active in his homeland just now. It is so true

to the times that some of it has

come true, another example of life imitating art. Jose Antonio

Valdelomar who plays the chief

gangster has since been arrested

for participation in a Madrid

bank robbery. Saura omits the flashbacks on

this occasion, introducing a band

of youthful hoodlums and pictur-

ing their crimes: holdups of

banks and cash-laden mes-

sengers. These boys, alumni of

the slums and reform institutes, are the usual marginal figures of

which was awarded the

English.)

had luck as well as pluck.

from going crazy. My childhood was characterized by physical abuse."

him, but he was not exactly a star. He leaves that hanging and when questioned about it smiles and rubs his chin: "I was afraid going to drop me."

Which they did. Then "Matador," the single from the album was a precocious child. My parents

Exhibitions

The Life and Times of Von Steuben

Staedtische Galerie and the Otto

Richter Halle, from April 12 to

Von Steuben was 47 in 1777

when, armed with a letter from

Benjamin Franklin to Washington.

he left Europe and became Con-

gress-appointed inspector general of the Continental Army with the

rank of major general. He played a leading role in making a discip-

lined army out of a motley, ragged

group of volunteers in a lew

months. He wrote about the prob-

lems be confronted in Valley Forge

"The words company, regiment, brigade and division were so vague

that they did not convey any idea

upon which to base a calculation either of particular corps or of the

army in general. They were so unequal in number that it would have

been impossible to execute any

maneuvers. I have seen regiments

stronger than a brigade; I have

seen a regiment consisting of thirty

men and a company of one

in the spring of 1778:

June 11.

scribed my beatings on stage, tried to get it out of my system. I've

lot. I wrote songs about it, de-

versity, he became the first college student in his family. He received there and learned fluent Italian. He returned to New York and be-The album contains references to a Cinderella with no future, the piss-stench-smell in the black another tells about all the kids in the neighborhood who want to

band? Jeffreys struts like Jagger onstage, his instrumental backup and vocal textures are similar. This puts him in the revealing stance of being a black man who sounds like a white man imitating a black.

Now he is back home touring: not yet the big halls, but he can pack a club five nights running. "American Boy and Girl" is being called a "classic" in the United States. "96 Tears," the single from "Escape Artist." is on the charts. "I can handle success," he says. "I know how good I am."

One day last spring the Stray Cats got sick of Long Island. Brian Setzer. Lee Rocker and Slim Jim Phantom - all tattooed, with badidn't really think about it much. They just packed up and left for

They had worked the New York rock circuit with their '50s lineup of stand-up bass, trimmed-down stand-up drum kit and Les Paul guitar, playing Eddie Cochran, Gene Vincent, Warren Smith and Elvis Presley tunes. They had been considered amusing enough but it was sort of lonely and seemed not

to be going anywhere.
In London they found themselves in the middle of a full-blown rockabilly revival. The kids were going back to the prehistoric days when bass players still slapped acoustic basses, when this new music that would soon be called rock was emerging from Bill Haley's revolutionary melange of hillbilly

and rhythm and blues.
The Stray Cats slept on floors for awhile but they began adding their own material to the old '50s warhorses and, being American, they were more visible than the English groups in the same bag. Jimi Hendrix was discovered in England before he was in his native America. They were on a pilgrimage. They had the advantage of the charged perspective exile can bring. Reviews were ecstatic.

While still unreleased at home, their first album, "Stray Cats" (Arista), has reached No. 5 on the British charts and it is rising. They manage to capture the spirit of the '80s through '50s textures, adding rather than recycling. One of their originals, "Storm the Embassy," is a call to arms in defense of the U.S. hostages in Iran. Setzer. who wrote it, objects to the description "reactionary." explaining: "It's just an angry song written on the spur of the moment. I don't know if we should have really and the moment. we should have really stormed the embassy. It's a comment on

apathy in a crisis situation." He continues: "If I was back in New York I'd probably be bored and not writing anything. But when there's a lot happening to me, like now, I get a lot of ideas."

REED HOSTAGE — A passenger wounded early Tuesday when Thai and Indonesian

ommandos stormed a hitacked Indonesian airliner at Bangkok airport was carried to safety

y security men as other hostages released in the raid waved in the background. Four of the have been appointed by the milive Moslem extremists who hijacked the DC-9 jet three days earlier on a domestic flight in adonesia were killed by the commandos. The only victims of the hijackers' submachine guns ere the airliner's pilot and the commando leader, both critically wounded in the raid.

Moonies Lose Costly Libel Suit in Britain

By William Borders New York Times Service

NDON - In a case that d have wide international reussions, the Unification rch, informally known as the mies, Tuesday lost a major limit against a London newspa-

ne Daily Mail, which won the , had made the five-month trinto a far-ranging review of t it said were brainwashing kidnapping techniques prac-i by the controversial church. epting the newspaper's view, jury Tuesday not only ordered Moonies to pay court costs es-ated at nearly \$1.6 million, but

unanimously recommended the church's tax-free status and be investigated by the Inl Revenue Department, on the mds that it is a political organ-

lichael Marshall, an official of church, which has a wide fol-ng and extensive holdings in United States, said of the ver-

This has put us back to the t of the road again. But we I continue to fight for recogniand to show we are a genuine zious movement."-

Case Histories

brough its British director. mis Orme, the Unification nch had filed suit over a twoe spread that the Mail pubed in May, 1978, about the rch, which takes its nickname n its Korean founder, the Rev. r Myung Moon. Under the dline The Church That Breaks Families," the paper recounted ease histories of young Britons ed into the "sinister sect" while visits to California, and

It woos to its ways young peowho walk out on their everyday s, leave behind families in de-

n one of the two articles, David ler, who had lost his son to the rich and then won him back, cribed the Moonies as "robots, ssv-eyed and mindless, pro-mmed as soldiers in this vast id-raising army with no goals or als, except as followers of the f-baked ravings of Moon, who ed in splendor while his follow-

longest civil trials in recent British history. The church introduced dozens of members, to argue and explain points of theology or dogma, and the Daily Mail introduced former members of the sect and distraught parents of present members, who testified, often in tears, that it was a force of evil.

'Awful Nightmare' In a sequence that was typical of the emotional pitch, Robina Smalley, whose 26-year-old son had tes-tified in support of the church, took the stand herself to describe

trangement from her. One of the witnesses for the

newspaper was Margaret Singer, professor of psychiatry at the Uni-versity of California, Berkeley, who testified that the church "uses mind control to get control of people's lives and identities."

Prof. Singer, who said that she had interviewed 500 members of ie," she said. warious sects, about half of them Mr. Orme, Moonies, said that the church's technique, including a showering of intense affection that she called

during the court case, one of the the "awful nightmare" of his re- "love-bombing," was more effec-Koreans on prisoners of war.

The recruitment process begins, she said, with the stripping down of the person's identity by a process of self-betrayal, followed by the identification process, in which past identities are punished and the new identity rewarded. The fi-nal stage is the "death of the old self and the rebirth of the Moon-

Mr. Orme, the British leader of the church, testified that its ambition in Britain is to become "greater than the Church of England."

Atlanta Probing New Black Child Death

ATLANTA — A 21st case has been added to the list of unsolved child deaths in the Atlanta area, and authorities were trying to determine Tuesday whether the body of a black youth found in a river was that of one of three youths who have been reported

At least seven other bodies have been found in the Fulton County region where the partly decomposed body was discovered Monday. And, as was the case with several other victims, the body was found in a river and clad only in undershorts, police said.

The Associated Press LA PAZ - Col Luis Arce Gomez, who lost his job as interior minister on Feb. 26, has now been removed as commander of Bolivia's national military academy by President Luis Garcia Meza

The president told a news conference Monday that the colonel asked to be given a leave of absence from the armed forces to defend himself against allegations by news organizations and the U.S. Drug Enforcement Administration that he has been trafficking in cocaine. Col. Arce Gomez has re-

peatedly denied the accusations. The colonel put down a mutiny two weeks ago by 100 cadets who refused to accept him as commander. The rebellion was led by Gen. Hugo Cespedes, who had been defense minister before Gen. Garcia Meza's military coup last The jury heard 117 witnesses July. He and three cadets then prevent her from leaving.

Medical examiners planned an Earlier this month President

Fear and Tension

The youth was the 21st black child found dead here since July, 1979. At least three young black males are reported missing in the Atlanta area, although only two of those disappearances are being investigated by the special police task force assigned to the child

The wave of unsolved killings has spread fear and stirred racial tension in this Southern capital.

Bolivian Colonel Loses Command

sought diplomatic asylum in the Brazilian Embassy and recently went into exile abroad.

Woman Flees Iran, Says She's American . Resters

ANKARA - A woman who said she is an American citizen and had worked in an Iranian hospital has crossed secretly into Turkey and has asked to be sent to the United States, a spokesman for the American Embassy said Tuesday.

The woman, who identified herself as Dr. Elenore Minguez, will be brought by Turkish authorities to Ankara from the eastern town of Agri, and U.S. officials will check her identify. According to the newspaper Milliyet, she said the Iranians seized her passport to

autopsy on the body of the boy Reagan granted an extra \$1.5 milfound amid debris in a remote area lion in U.S. funds to help un-of the Chattahoochee River. derwrite the investigation of the police and FBI into the deaths. Fulton County Police Chief Clinton Chafin said the latest body

appeared to have been in the river several days. Another officer said the victim looked to be from 10 to 20 years old. Dr. Robert Stivers, chief medi-cal examiner for Fulton County,

said the body was "pretty well de-composed" and could not be identified until Tuesday at the earliest. Although officials did not immediately determine how the youth died, Chief Chafin said there was little doubt the killing was a case

for the special police task force. The two disappearances being handled by the task force are those of 10-year-old Darron Glass, last seen Sept. 14, and 16-year-old Joseph Bell, who disappeared March

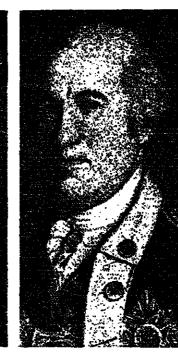
Another black child, 13-year-old Timothy Hill, has been missing since March 13, but his case has not been turned over to the task force because of reports that he has been sighted since then. The fact that the victim was clad only in undershorts, Chief Chafin

said, is "similar to some of the

other recent cases we've had." He

specifically mentioned the death of

Lubic "Chuck" Geter, whose body, similarly clad, was found Feb. 5. He had been strangled. His body and six other victims were found in southwest Fulton County in the same part of the metropolitan area where the body was pulled from the river Monday.



Von Steuben about 1770 (left) and Peale portrait about 1781.

'This is the reason why you should do this or that,' and only then does Official Manual The handbook he wrote to corcial manual until 1812 One of the features of the exhibition is a diorama of the capitulation of Lord Cornwallis at Yorktown - a tableau based on an oil painting by John Trumbull. Von Steuben's active military career iasted until July 4, 1784, when Friedrich Wilhelm became Freder-

rect American army chaos, "Regulations for the Order and Discipline of the Troops of the United States," is no doubt Von Steuben's most significant contribution to American independence. Published in 1779, it served as an offi-

ic William and was naturalized, to which end he "renounced and abjured all allegiance and subjection to all and every foreign King. Prince, Potentate and State, in all matters ecclesiastical as well as civ-

DIAMONDS

YOUR BEST BUY Single diamonds at wholesale prices by ordering direct from Antwerp. the world's most important cut-

diamond market. Give diamonds

to the ones you love, buy for

investment, for your enjoyment. Write armad for tree price list Joachim Goldenstein diamantexport Established 1928

Pelikaanstraat 62, B-2000 Antwerp Belgium - Tel.: Q 31 34.67.51 Telex: 71779 syl b. at the Diamond Club Bldg.

Gold Medal **44444** 1968**436666**

NYSE Nationwide Trading Closing Prices Mar. 31 Tables include the nationwide prices up to the closing on Wall Street.

| Total | Tota 11.855.0.7734740.773.0.775.1775.2.475.2.775.1775.2.775.1775.2.775. 19 2317489019999 WW WARRANG W WARRANG

200 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 10 2014 MACOM 12 2016 MACOM 12 20 20% 1644 1644 1714 1644 1644 1644

221 Form
2 Roman
5 Roman
5 Roman
16 Roman
16 Roman
16 Roman
17 Roman
17 Roman
17 Rushim
18 Rushim
16 Rushi

43 Phillis pt 7

481 Phillis pt 7

481 Phillis pt 95

482 Phillis pt 95

482 Phillis pt 95

483 Phillis pt 95

484 Phillis pt 95

485 Philli

7 (1) 1 (1

The second secon

حكذا من الاصل



Herald Tribune

PARIS, APRIL, 1981

A SPECIAL SUPPLEMENT

FOCUS ON WEST GERMANY 1981

1981: A Year of Strain on All Fronts

Pledge Made to Increase Assistance to Third World

By Charles Wilkins

IN — West Germany's development aid fort scored well last year. Aid spending osted strongly in the budget despite ef-ocut back and hold down spending in l, and earlier in the year the government ed a policy paper revising its strategy peration with developing countries.

il West German aid is still far from

ing the goal set by the Organization for mic Cooperation and Development: 17 percent of its member nations' Gross ial Product should be spent on developputlay by 1985.

federal government agreed to raise its ending by 10.4 percent this year from 5.2 marks in 1980. But this figure still only ents 0.44 percent of West German GNP nows how substantial the future increases eed to be in order to meet the OECD In real terms aid is set to rise only about cent, the same real increase as in 1980.

Schmidt Sets Tone

wever. Chancellor Helmut Schmidt set one for aid prospects, pledging in a policy I rise quickly and clearly through the ng decade.

e minister for economic cooperation, or Offergeld, said that the increase in ling showed the importance that the govent attached to development aid. He ed out that the rise in 1981 aid outlay was wer double the rise planned for total gov-

ent spending. e government has been emphasizing in its olicy the importance of using funds more ently, saying they should be channeled to they are most needed, particularly to the st African and Asian countries. But in ion, technical aid and expert help will be

asingly promoted. e government admitted in its aid policy the validity of the OECD's GNP target, leclined to commit itself to any date for ving such a level of spending. This apth has been criticized not only by aid orations but also by the ruling coalition as that have called on the government to

the international goal. st Germany's direct investment has conated in the private sector on countries

infrastructure and relatively high growth rates. As the state secretary at the Ministry for Economic Cooperation, Carl-Werner Sanne, said, this means that promotional measures for private enterprise cooperation, particularly, are needed in the poorer developing countries in order to offset the competitive disadvantage from which they suffer compared with thresh-

Bonn already provides a greater incentive to invest in the least developed countries than elsewhere in the Third World, but increased

just 10 countries, with more than 50 percent of it going to Brazil and Spain alone. This group consists solely of threshold countries. Twoalso mostly undertaken by large companies, while small and medium firms have been tak-

Incentive to Smaller Firms

However, the government moved in February to promote the involvement of smaller West German firms in the Third World. The Economic Cooperation Ministry said the government would make credits totaling 30 million marks available this year for small and medium firms involved in the Third world. A promotion program started in 1979 was welcomed by firms in this bracket and demand for support exceeded the amount of funds available. Last year 65 firms received official support for investments totaling 47 million marks. West Germany also doubled its guarantees

against political risk last year to a total 750 million marks on investments in developing countries. However, the rise was chiefly due to (Continued on Page 108)

non-oil producing countries of the developing

world also were aggravated by the oil price in-creases, he pointed out, and demand for united

financial credits has therefore widened sharp-

Indeed, Deutsche Bank has been building

up its reserves at its main Euromarket subsidi-

ary in Luxembourg as provisions against bad

All the operating profits of Deutsche Bank Compagnie Financiere in the year ended Sep-tember 30 were put into this fund, Dr. Guth. said. "Because a number of countries had

come into balance-of-payments difficulties, we

felt it was good to create that reserve," he said.

Americans held hostage in Iran and of the Iranian assets frozen in U.S. banks. With Iran

now paying back outstanding international debt, the risk for the banks has eased some-

Brazil face very high levels of indebtedness, that Turkey's foreign debt has been restruc-

tured once, and that banks generally are draw-

ing near their internal limits for lending to

Risky But Not Dangerous

tion since the second oil price rise is not to say

the situation is dangerous," he added. Banks

will have to be increasingly careful of country

risk, but Dr. Guth noted that after a short list

of countries with very high indebtedness, there

are few which would present any immediate

Even Argentina, whose debt has been growing, cannot be added to that list, in the view of several German bankers who feel that the

country has been well managed by Finance

But with a new government due in Argenti-na late in March, Dr. Guth said, "We will have to watch carefully whether it will now change

Minister Jose Martinez de Hoz.

"But to say the world is in a higher risk posi-

such committies.

Dr. Guth noted, however, that Poland and

That decision came before the release of the

International Banking: A 'Consolidation Period'

By Joshua Larkin

ANKFURT — A truly international range was the goal of the managers of y West German banks during the 1970s. ss to the Euromarkets was the initial reafollowed by the desire to be an important.

n in world markets. en many of the smaller banks felt the ! for a foothold in Luxembourg, a window ondon, a direct telephone link to their man in New York and Hong Kong.

at the lean years — what market makers to call the "technical reaction" to the vth of the past 10 years — have strived. elbert Dicken, a member of the managet board of Commerzbank AG, calls it "a

ie of consolidation." queezed by topsy-turvy interest rates for ly two years, German banks have found profits pinched. In large measure the plem arose with business at home, but the tomies that followed were not limited by

Margins Narrowed

he world has become a riskier place to l. After rescheduling Turkey's foreign debt 1979, the major international banks now potential trouble with Poland and Brazil. dist the expectations of many, margins on ling to first-class borrowers narrowed last t to what many banks now see as impossislim levels.

and at home, authorities have begun the laious task of setting new bank regulations ch are expected to force the German banks educe their lending activities abroad. iven Deutsche Bank AG, the largest bank one of the few to post higher profits last r, is adopting a moderate, controlled apach to expansion of its international lend-

he banks are adjusting to the new environnt in somewhat different ways, though in-news with senior international officers at se different banks showed several common

Wilfried Guth, spokesman of the manage-nt board of Deutsche Bank, said that after oil price rises of 1979 the risks involved in ernational lending have increased.

I number of low-risk countries, including

ms of thought.

once Martinez de Hoz leaves." Two senior Commerzbank officials said the (Continued on Page 17S)

old countries. differentiation between sectors, as well as other measures, should be considered in order to help additionally, Mr. Sanne said. LDCs so far account for less than one per-

cent of West German capital investment. West German companies' transfer of technology is already making a major contribution toward the advance of developing countries, but this could be improved further, Mr. Same said.

About four-fifths of West German direct investments in the Third World concentrate on fifths of direct investment are concentrated on the major industrial sectors of motors, chemicals and electrical engineering. Investment is ing longer to make a start in developing coun-

in 1980, it actually was 5.7 percent in January and March — still admirable by interna-West Germany, now find themselves having to finance large deficits in their current accounts, Mr. Guth said. The standing problems of the productivity has been declining steadily dur-ing the past decade, so that West Germany now ranks well behind such countries as Japan, Belgium and the Netherlands.

Hans Matthoefer has had to borrow abroad.



Array of Statistics

By John Dornberg

BONN — Had anyone predicted it a year or two ago, there would have been incredulity and derisive laughter.

But there it is: West Germany in its year,

perhaps even more, of discontent and disar-

ray — politically, economically, socially and in foreign affairs.

Some 24 months ago the situation was

still being euphorically described as a "mira-cle" and West Germany was being held up as "a model" for other countries to follow.

The solidity of its economy was an interna-

tionally accepted assumption bordering on a cliche.

One had to be stone deaf not to hear the repeated gushing about the West German inflation and unemployment rates being the lowest in the world, the hardness of the Deutsche mark, the fat currency reserves, the overfilled export order books, the high standard of living and the enviable social stability with its closely woven safety net to

catch the few who might fall.

Chancellor Helmut Schmidt was known as "Super Schmidt," a man whose advice was sought by statesmen around the globe and who imparted and foisted it - in perhaps too schoolmasterly a fashion — even on those who did not seek him out.

But now, if not yet actual doom, there is a spirit of impending gloom hanging heavily over West Germany - its economy and its body politic.

The once-vaunted Deutsche mark is tarnished on international monetary markets. Once the currency in the European Monetary System, it has been languishing at the bottom tier of the "snake" since December when, for the first time in two years, it was worth less than 50 cents. By mid-March, despite numerous corrective interest measures by the Bundesbank, it was still tending toward weakness rather than strength and

selling at around 46 cents.

Even the most optimistic experts now predict only zero growth for 1981 and the others, depending on which one you want to believe, are projecting an actual decline of up to 1 percent in the GNP compared to

Unemployment in both January and Febmary hovered around the 1.3 million mark, the highest jobless rate since 1974 and, allowing for seasonal improvements, will probably average over 1.1 million for the entire year.

Inflation Rate

Though there have been mollifying pre-dictions that the inflation rate will average 4.5 percent in 1981 compared to 5.5 percent tional comparisons but considered an unacceptable rate by domestic criteria. Industrial

Government ministries are groaning under budgetary slashes and Finance Minister



Hans-Dietrich Genscher



Otto Lambsdorff



Helmut Schmidt

The Bonn Team

especially from such OPEC countries as Saudi Arabia, in addition to raising gasoline and alcohol taxes effective April 1 to help plug some of the fiscal holes.

For the past four years the government has borrowed from DM 22 to DM 27 billion annually to compensate for budgetary defi-cits, and the projection for 1981 is that it will be short another DM 27.4 billion. Of the estimated DM 61 billion the federal gov ernment plans to borrow this year, DM 34 hillion will be needed to repay old debts and 17 billion for due interest, so that new credit the projected budget deficit.

Meanwhile, for the third year in a row. West Germany will be running a current account and payments deficit of anywhere from DM 25 to DM 30 billion. It was DM 10 billion in 1979 and DM 28 billion in 1980. The high cost of imported oil is said to be the main cause. It could be even higher in 1981, for the January deficit alone was DM 5 billion, due in part to the fact that in that month there was also a negative trade balance of almost DM 1 billion, the worst trade figure since 1950 and only the second time in 15 years that there has been a monthly trade deficit at all.

Glum Warnings

Thus, it comes as no surprise that Mr. Schmidt and other members of his left-liberal coalition government of Social and Free Democrats (SPD and FDP), in particular the FDP Economics Minister Otto Lambsdorff, have been glumly warning West Germans that they are going to have to tighten their belts — an unprecedented and unpopular notion in a country that still believes it owns the patents on affluence and prosperi-

There is also spreading social unrest, especially over the critical shortage of housing at prices people can afford.

A new youth rebellion appears to be taking shape and in recent weeks has manifested itself in the form of weekend rioting in key cities. Concurrently, battles between environmentalists and police assigned to protect the construction sites of nuclear power plants that the government is pushing to meet energy needs continue, periodically give the country a kind of civil-war atmos-

But most significant of all, and in many respects a direct consequence of the economic problems, is the political confusion. There is a vexing loss of direction on the part of the SPD-FDP coalition, exacerbated by mounting tension and conflicts between the two partners. Simultaneously Mr. Schmidt's own party, buffeted by leftwing and special interest group rebellions, apnears to be slowly but surely disintegrating. Herbert Wehner, its chief strategist and septuagenarian Bundestag floor leader, may have been deliberately resorting to hyperbole in order to shock the troops and restore discipline, but he had warned twice since the beginning of the year that "the party is in imminent danger of splitting."

In fact, six months after the October general election, a rather odd question continues to make the rounds in West Germany. Who won?

It is not that there are any doubts about the actual balloting nor whether Mr. Schmidt's and Foreign Minister Hans-Dietrich Genscher's SPD-FDP government has been reconfirmed in office.

It certainly was, and with 18 additional seats in the Bundestag, so that it has a very comfortable majority of 45.

The question is one of mood and atti-Thus, whereas the nominal losers, the Christian Democrats (CDU/CSU), are wax-

ing spiritedly victorious, almost rejuvenated, the actual winners appear to be steeped in depression, self-ostracism and self doubt shout their future. The degree of intramural bickering is vir-

tually unprecedented in postwar German

Never before, it seems, have the fruits of victory been deemed as bitter. And never before, not even after almost losing the 1976 election, has there been as much discussion and speculation over whether the coalition can go the full route of the four-year term to

which it was elected.
Indeed, Helmut Kohl, the Christian Democratic chairman and parliamentary floor leader, is waxing publicly confident that it (Continued on Page 15S)

Success Story: Fairs Buoy a Nation's Trade

By Howard Roberts

FRANKFURT — Arranging a last-minute trip to one of West Germany's larger cities is becoming more and more difficult. A traveler's regular hotel may be completely booked, rental cars may be unavailable, and the wait for a taxi may be inordinately long. A quick look at the streamers over the

streets will make the reason clear: It is either the Book Fair in Frankfurt, Fashion Week in Munich, Green Week in Berlin or one of a long list of possibilities, for Germany has been an international center for trade exhibitions since the Frankfurt fairs in the 13th century.

As West Germany begins to experience a period of economic difficulty, fair organizers here view their regularly scheduled events as important and know that they help keep this country in the eyes of regular and potential

International Flavor

And it is the very international flavor of the German trade fairs which, according to Claus Boerner of the German Council of Trade Fairs and Exhibitions, could provoke some sort of anti-cyclical revival of demand.

In a recent article Mr. Boerner pointed out that of approximately 8 million annual visitors to the fairs, one fourth -- including 27,000 foreign exhibitors — come from abroad. West Germany's largest fair - "the fair of

1981 fair, which will take place in the first

week of April, is in fact nine events in one with

is held in Hannover in the spring. The

an overall theme on West Germany's major export industry, engineering.

The fair's organizers are anticipating repre-

scutatives from more than 5,600 companies as well as more than half a million visitors from as many as 100 countries. Forty-five countries should be represented, including for the first time the People's Republic of China, an indication of the extent to which trade relations have grown between that country and many sectors of West Germany.

Wide Range

The nine individual fairs range from heavy industrial engineering and the construction industry to electrotechnology and the latest in data communications.

Another important date in the calendar of the Hannover organizers is the timber fair to be held at the end of May and beginning of June. This event boasts an even higher proportion of foreign participants, totaling 47 percent of the 900 due to arrive this year.

Fairs in West Germany are in a constant state of flux, going on as usual but continually expanding and adapting to the new requirements of the consumer markets. This is evident in recent moves by the Frankfurt Fair authorities and others, who have announced largescale development to increase exhibition space.

The largest of the Frankfurt fairs is the spring fair, oriented to consumer goods and thus something of a barometer by which producers test the consumer demand potential of the coming year and get an early indication of likely developments in inflation.

The organizers of the fair were relatively cautious in their expectations for this year. As Horstmar Stauber, management chairman of the Frankfurt fair, said in a speech before the opening, "No one expects a consumer miracle from this year's spring fair, but the hope of drifting away from the chill of the (economic) prognosis into a more temperate climate does not seem to be unjustified."

Looking back on the fair, the organizers consoled themselves with the fact that most exhibitors had described results as "satisfactory," but they noted a change in buyers' attitudes to an emphasis on high quality and specialization.

The fair attracted 3.500 exhibitors from 54 countries and 90,000 visitors from 87 countries. Buyers came as usual from the Netherlands, Switzerland, Italy, France, Belgium and Britain, but new contacts were established with visitors from Spain. Greece. Latin America and the Middle East OPEC countries, according to the organizers.

Frankfurt Book Fair

Increased interest from the United States and Japan came largely as a result of exchange-rate benefits those countries enjoyed when purchasing German goods, although the organizers' review statement said there is an apparent increase in American preoccupation

with "European nostalgia." Perhaps the most famous of the annual events held in Frankfurt is the Book Fair, the

world's largest market for more than 5,000 international publishers. A relative newcomer on the scene is the Music Fair held early in the

This fair had traditionally been part of the spring fair, but became independent last year, and has expanded significantly. Concentrating on musical instruments, the fair also attracts music publishers and makers of all kinds of electronic gadgetry concerned with music and

its reproduction. Not to be forgotten is the Frankfurt Automobile Fair, the largest show of its kind, which takes place every two years.

Most large West German cities are represented on the fair calendars. Munich, like. Frankfurt, began its present type of fair just after the turn of the century, but in 1954 began emphasizing the construction industry. In the mid-1960s it branched out further to include

electronics and gastronomy. The Munich Fashion Fair also gained importance at that time. Other fairs in Munich are the I.S.P.O. exhi-

bition of sports articles, and the watch, jewelry and silver goods fair, INHORGENTA. Dusseldorf, near the hub of the industrial Ruhr area, offers — among others — INTER-

PACK, the most important trade fair for packaging material and machinery.

Cologne will present 24 fairs this year, including an exhibition of trade and economy

from the People's Republic of China. And Hamburg celebrates the gastronomical fair INTERNORGA.



Labor Relations: Era of Confrontation Shapes Up After Decade of Peac

BONN — An era has ended in West Germany. It lasted for 30 years and it was called "indus-

Those were the halcyon decades when, under the slogan of Vernunft — common sense — both organized labor and management used to baffle foreign observers by being totally unlike unions and capitalists elsewhere in the world. Instead of arguing over the size of the slices, they worked in partnership for a bigger pie. The chances of a strike being called were about as great as being hit by lightning on a cloudless day.

Few Work Stoppages

On the rare occasions when work stoppages did occur, they were regarded as some kind of national calamity. And invariably they took place according to some unwritten code: three weeks or so of strike accompanied by a retaliatory lockout, harsh words in public but quiet negotiation and accommodation in private that brought a compromise solution well before

either side had let blood. It was a cozy period that not only contributed immeasurably to West Germany's postwar affluence, industrial prowess, export muscle, social calm and political stability, but made the nation the envy of other frequently strike-

bound and class-warring lands. But for the past year or so some observers date it back even further - West Germany's ostensibly peaceful industrial front and carefully choreographed labor relations have come to resemble a bitter tug of war between employ-ees and employers, between the country's 16 huge nationwide and industrywide unions on the one side, and organized management groups on the other.

Opening Round

Just how bitter was apparent during the opening round in this wage negotiations when LG. Metall, the two-million strong metal workers union, demanded an 8percent wage increase to which Gesamtmetall, the management and employer organization, responded with an offer of only 2.5

Never have management and labor in West Germany been so far apart in their positions at the start of wage negotiations. And what has been happening in the steel and metal-working industries is but a taste of the bitter struggle over wages that will take place in

West Germany's labor relations have come to resemble a tug of war between employees and

employers, between the 16 unions on the one side, and management groups

other branches where current con-

on the other.

tracts expire later this spring.
The leaders of all principal unions are under strong pressure from their rank-and-file member: to maintain a real improvement in the standard of living and not make concessions at a time when more and more workers are going on short time or are being laid off.

Yet curiously, the real cause for the new bellicosity lies deeper. The wage disputes are but a substitute

Ironically, the real cause is West Germany's highly advanced and much-vaunted form of industrial democracy and labor co-determination, or, to be more specific, what labor regards as management's attempts to undermine those gains and turn back the

Enacted in 1976, after many years of haggling and divisiveness in the left-liberal government coalition of Social and Free Democrats (SPD and FDP), the co-determination law gave worker representatives an equal number of seats and an almost equal voice to that of shareholders on the corporate supervisory boards of West Germany's largest companies — those employing 2,000 or more

Stage for Harmony

The law, hailed abroad and in West Germany despite labor's feeling that it did not go far enough and did not give worker representatives true parity, seemed to set the abroad. stage for a new period of laborment harmony.

That, however, was a short-lived illusion shattered in the summer of 1977 by organized management's tion zones established company

decision to challenge the constitutionality of the new law in the supreme court. Business interests claimed that it violated rights of

private property.

In the eyes of organized labor. the suit was a breach of contract and of a gentleman's agreement. The court action poisoned the atmosphere and triggered a spate of stalled and broken industrial negotiations, a pattern of collective bargaining gone awry. It heralded the end of the spirit of "social partner-

Although the Karlsruhe su preme court fully upheld the codetermination law in its March, 1979, ruling, relations between labor and capital have never been quite the same since that constitutional test suit was filed. Somehow it became impossible to revive the

old rules of the game. Matters went from bad to worse last summer, in the middle of the 1980 election campaign, when an even more cherished achievement of West German labor was threatened — the system of parity codetermination in the coal and steel

Power for Labor

This law, which affects mining. iron and steel companies with payrolls of more than 1,000, dates from 1951 and affords labor far greater power and authority than the 1976 act.

It was enacted during conservative Chancellor Konrad Adenauer's first administration - under considerable prodding from the unions and Western Allies, and in lieu of the nationalization of the coal and steel industries that

seemed imminent at that time. After Germany's defeat, the Allied governments wanted to break the power and traditional hold of the Ruhr industrial barons who had provided the financial backing for Hitler's rise to power and the arsenal for his war machine.

The major coal and steel companies were broken up and from the remains 25 independent and much smaller companies were formed. As the Allied military governments envisioned it these would later be nationalized - a proposal enthusiastically supported by the trade union leaders, most of whom had returned from exile and emigration

To prepare for nationalization of the Ruhr's heavy industry, the Allied military governments in the U.S., British and French occupa-



A PAUSE FOR SUN - Bargemen take a break in the sun in part of the renovated, picturesque old Hamburg port. Hamburg's main port area remains one of the world's busiest.

other Western capitalist country.

By 1951 — six years after VE in that branch.

Day and two after the founding of The measure the West German Federal Repub- member corporate supervisory

boards on which employers and scrapped. But in a compromise union representatives were equally with the Allies' original intent, the represented - a precedent-setting coal and steel industry co-determistep toward industrial democracy nation model was institutionalized not only in Germany but in any as law and became part of the corporate statutes of every major firm

The measure provided for 10-- nationalization plans were boards, equally divided between

representatives of labor and shareholders, with a neutral 11th mem ber, jointly elected by both sides, who has a tie-breaking vote.
It goes considerably beyond the much ballyhooed 1976 law that ap-

plies to all other kinds of large Although that measure also gave Although that measure also gave Being strongly free enterprise labor an equal number of repre-oriented, the FDP had never fa-

sentatives on corporate boards, it wored co-determination a provided that one of the labor members must be a junior executive or representative of middlemanagement, more likely to side with capital interests. Moreover. the board chairman, by law always a representative of the shareholders, has a second, tie-breaking vote in case of a stalemate. amer Change

The 1951 coal and steel law thus remained as the ideal for which labor in West Germany continued to strive. But last summer it was sud-

deniv threatened. In June, Duesseldorf's huge Mannesmann Corp., an engineering steel-producing and steel-pipemaking conglomerate with 100,000 employees worldwide and in 11th place among the country's industrial giants, announced plans to trim annual operating expenses by reorganizing its corporate structure and merging its presently in-dependent steel mill into its pipe-

nákine subsidiary. From a business standpoint, the

move made sense. Steel production used to be one of the firm's chief pillars. But years of crisis in that industry have diminished the mill's role to where now, in effect, it is little more than a supplier of the metal for the pipes division. Organizational streamlining and a merger of the two. Mannesmann's man contended, would save some \$28 million a year

However, the reorganization would make Mannesmann no onger a "steel producer," and thus the company would no longer be subject to jurisdiction of the 1951 co-determination act.

The political implications were clear, and while leftist and trade union members of parliament were threatening to call a special session of the Bundestag to enact a measure that would prevent any com-pany from escaping the 1951 pro-visions, Chancellor Helmut Schmidt used his influence to persnade Mannesmann's management to postpone any decision on reorganization until after the Oct. 5

Threat to Conlition But once the election was over.

the Mannesmann case hung over the coalition government like a Damoclean sword, threatening to split the SPD-FDP partnership be-fore it even entered its new term.

beca instrumental in down the 1976 act. As far nomics Minister Otto Lan and his faction were co-Mangesmann — and all or and steel producers - st free to reorganize as they esen if it meant escape f

provisions of the 1951 act. To organized labor and eaful lobby within the SPI nesmann's plans were not retical but would set a p for other companies, a leading to an erosion of and steel industry co-de

tion model. It was not until late Jathis year that Chancellor S. and Foreign Minister Dietrich Genscher's coaliti inet reached a comprom which at least the politiciz able to live

A bill now being proces vides that any company a subject to the 1951 act be reorganization or a chang production program will erain the parity manager tem for six years after it l restructured

But whether organized ! live with the compromise

Opposition Voices Both Heinz Oskar Ve chairman of the Deutsche ed the German tion of Trade Unions, an-Loderer, the head of I.G. have announced that they the compromise proposal passage by the Bur as intolerable.

To organized labor it at betrayal and retreat from t won three decades ago, ... Worse, it comes on son legal happling over the 1 evasion of it by some 200 nies through changes in 0 porate structures, and a. preme court rating to management's right to

outs in industrial disputes.
All this has politiced t operation has degr confrontational mood th manifest itself in tougher negotiations and, possible spate of strikes.

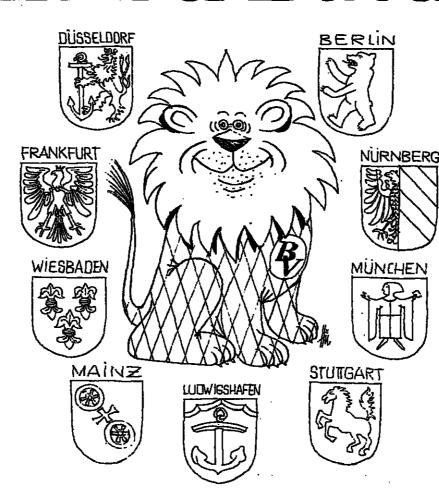
West Germany may no afflicted by what is called "British disease." But the Vernandt is definitely over:

he BV Lion is more than a Bavarian Lion

In business centres all over Germany the BV Lion keeps the best of company. And wherever you find us, you'll be in good company, too.

BV's broad range of financial services is backed up by a solid domestic and global network to put us near our clients anywhere in the world.

Bayerische Vereinsbank is one of Germany's largest banks with consolidated assets as of 31.12.1980 exceeding DM 90 billion. We offer the full range of universal bank services including retail, wholesale and securities operations, not forgetting our speciality, mortgage banking, where long-term financing gives us added flexibility.



We operate from a broad base of 400 outlets complemented by branches, representative offices, equity holdings and correspon-



dents in major international centres such as New York. London, Luxembourg and Tokyo.

Why not keep our kind of company?

Bayerische Vereinsbank Head Office - International Division Kardinal-Faulhaber-Strasse 1 D-8000 München 2

Telephone: (089) 2132-1 Telex: 529 921 bvm d SWIFT: BVBE DE MM

Bayerische Vereinsbank (Union Bank of Bavaria) London Branch 40, Moorgate London EC2R 6EL Telephone: (01) 628 9066 Telex: 889 196 byl g

Bayerische Vereinsbank International Société Anonyme 17, Rue des Bains

Boîte Postale 481 Luxembourg Telephone: 428611 Telex: 2652 bvi lu

2Ca(le of lectricity: Plant Investment Reaches ecord Levels of the 'Oil Shock' Years

Andrew Hargrave

KFURT - The West man electricity supply in-rested nearly 11 billion marks last year, well e'1979 total of DM8.2 bil-

dirire on power-station flor alone amounted to nillion compared with the naily low DM2.7 billion in d DM3.6 billion in 1978; investment last year the levels of the "oil years of 1974 and 1975.

. consumption increased 1.3 percent last year due to Il low level of economic 1.8-percent) and decline in an of power-intensive pro-

العالم أأوجف

A, within this total the ion of nuclear-based elecise by 2 percent to 14 perand soft coal and more ercent by hydro-electricity, werrook oil-based output hare fell below 5 percent.

al gas, too, is a declining

trends should intensify in t several years. The annual in power demand, at 7 percent in the early s now expected to average wer 4 per cent in the years and probably even less in

his would still necessitate a delivered electricity by the nilities from 307 billion kiiours to around 480 billion : hours by 1991 and an inn combined power-station /from/74,000 megawatts to ıan 106,000 megawatts, an annual rise in capacity of

uclear stations are expen build but cheaper to fuel erefore more suitable for id supply, the public utilisciation (VDEW) proposes, inds of cost if for no other to meet about 70 percent additional capacity require-22,000 megawatts) by comning 20' new nuclear power s over the next 10 years.

> and the second THE RESIDENCE OF THE PROPERTY.

MW 7281. Optional extract: now-low profile TRX 220/55 VR 350 tyres on BMW torged light alloy wheels

Expenditure on power-station construction alone amounted to DM4.7 billion compared with the exceptionally low DM2.7 billion in 1979 and DM3.6 billion in 1978; indeed, investment last year reached the levels of the "oil shock" years of 1974 and 1975. Power consumption increased by only 1.3 percent last year due to the overall low level of economic growth (1.8 percent) and decline in the output of power-intensive process industries.

Proposed Changes In Power-Station Structure

1979-1991

(In Thousands of Megawatts)

FUEL SOURCE	1979	1985	1991
. •	(Pct)	(P d)	(Pct)
Nuclear	8.7	17.5	30.8
Soft Coal .	14,4	14.8	14.6
Hard Coal	20.3	26.6	28.7
Oil/Gas	22.5	. 23.9	23.8
Others,			
including hydro and imports	7. 1	7. 7	7.9
TOTAL	73.9	91.3	106.6

Kalkar and the high-temperature

reactor at Uenhof-Schmehausen. About 25 percent of the additional load - 8.000 megawatts net - would be covered by hard coal. However, to replace out-of-date capacity would mean the building of hard-coal-based power stations of a combined capacity of 13,000 megawatts, largely for middle- and peak-load capacity.

(See table above for proposed changes in the power-station structure through 1991.)

The new structure would aim at correcting the present unsatisfactory base load/middle load/peak load structure by raising the proportion of the cheaper uranium/soft-coal-based capacity, using hard coal largely for middle load and using natural gas and oil-based capacity only as a topper-up is such as the fast reactor at for peak load requirements.

The plan, VDEW emphasizes, is based not on its own forecasts but those of the government and the economic research institutes. It is therefore presumably a reflection of estimated demand rather than the utilities' wish to expand sales.

Present safety-regulation and approval procedures for power stans can stretch the waiting period from first application to the station's commissioning to 10 years or more. The same situation probably will exist in 1991.

The situation at present is that public utilities, including the relatively small-capacity experimental fast and high-temperature reactors. have at present almost 9,000 megawatts of nuclear capacity at their

Nine more nuclear stations with a combined capacity of 9,900

megawatts are being built, one due to be commissioned this year and three in 1982-1983. They are all of the 1.300-megawatt pressurizedwater variety. A couple of new coal-fired stations (of 700-800 megawatts each) also should be in operation before the end of 1983.

There are nine other power projects, coal as well as nuclear (combined capacity 7,000 megawatts) in an advanced stage of planning, with contracts already awarded.

Additional nuclear and coal stations, with a combined capacity of 7,000 megawatts, are before local courts for approval. Finally, there are Brokdorf (capacity 1,300 megawatts), its construction apparently put off until 1983 (though this is being debated), and Whyl in Rheinland-Pfalz, entangled in approval procedures.

Dr. Manfred Lennings, chief ex-ecutive of GHH-Gu-tehoffnungsbuette, one of the country's leading engineering and power groups, speaks for many industrialists when he suggests clear guidelines on safety as well as uniform procedures for approval throughout the Federal Republic. Kraftwerk Union (KWU) has even developed a system called "Konvoi," based on the 1,300-megawatt pressurized-water reactor approved by the country's Reactor Safety Commission, to serve as a standard model.

It would, KWU claims, not only simplify the approval procedure but also, through serial production, reduce engineering costs. The system, KWU estimates, may save as much as 20 to 25 per cent in construction time as well as in en-



هكذا من الأصل

Magazines: A Plunge Into the U.S. Market

By Thomas C. Lucev

FRANKFURT — A handful of U.S. popular magazines are American in an old-fashioned way: Their roots are still back in the Old World.

Perhaps because of the common language, it is not too surprising that Lord Rothermere's Associated Newspaper Group of London is part owner of Esquire or that Rupert Murdoch owns New York's Cue magazine (as well as The New

York Post and other newspapers.) Language, however, is not neces 'sarily a barrier. Daniel Filipacchi. a Frenchman, tried to revive Look. and two of West Germany's major publishers own U.S. mass-market

Tina, Bella, Woman's World

The latest German-owned magazine to start in the United States is Woman's World, a weekly launched at a cost of \$20 million by Heinrich Bauer Verlag of Hamburg, reportedly Europe's biggest magazine publisher. Bauer owns six of the major German women's weeklies (it also publishes the German Playboy), and two of those weeklies, Tina and Bella, served as general models for the U.S. magazine. The covers of Tina, Bella and Woman's World look almost like identical triplets: they feature a smiling young woman surrounded by headlines about food, fashion and medical and diet problems.

Barbara Bright, Woman's World editor, has been a Bonn correspondent for Newsweek and later was an editor at The Washington

Woman's World started with a

with a goal of reaching I million by the end of this year. But it must light a tough battle at supermarket checkout counters against such established women's fare as Family Circle and Woman's Day. There has been criticism that Woman's World lacks the editorial strength to survive among such heavyweights. And it has no ad-

Bauer startled American media and advertising circles by launching Woman's World without ads. We always start our magazines without ads," a Bauer executive in West Germany said. It remains to be seen whether this German innovation will work in the United

Geo Goes West

Gruner & Jahr AG, publisher of the 1.7-million circulation weekly Stern and other leading magazines. turned to the United States as what it called "the biggest press market in the Western world." In 1979, Gruner & Jahr put its monthly magazine Geo on the U.S. marker. Started in the autumn of 1976, the original German Geo was seen by Gruner & Jahr as a serious magazine of "big reportage" by writers who would rather write books than magazine articles, and of lavishly displayed color photographs. Subject matter ranged widely, from the space shuttle program to Japanese wrestlers and zoo animals. Geo established itself quickly with German

Gruner & Jahr produced Geo

USA as part of its wholly owned subsidiary based in New York, with the goal of 200,000 circula-tion, or about half of the German Geo's. But the magazine ran into trouble. An editor quit, saying the German owners insisted on using translations from the German Geo and did not really want to put out a high-quality product. A Gruner & Jahr executive indicated to the German news magazine Der Spiegel that the U.S. editors had not achieved the quality of the German Geo and were spending

Although the Hamburg publish-er reportedly had planned on recycling German material to fill about a third of Geo USA, it also scheduled \$1 million to advertise for subscribers for the new magazin One problem was the \$4 cover price, high for the U.S. market (the German edition now sells for \$4.50). Another problem was the slow start in gaining advertisers. Geo USA was reported to be about a third below its ad-sales goal in mid-1980. The U.S. reces-

Publisher Is Cautious

sion did not help.

Despite a prediction last year by Gruner & Jahr that the company would recover its \$20 million investment by 1985, Reingard Mohn, head of Bertelsmann AG. Uetersloh, which owns almost 75 percent of Gruner & Jahr, is more cautious. Mr. Mohn, who retires at the end of this year as chairman of Bertelsmann, the second-biggest publishing empire in the world, pointed out in March that it is still not possible to say whether Geo

USA will be successful. The maga zine accounted for a considerable share of Berteismann's \$26.5 million spent to open and develop new markets in the business year ending last June 30. Geo USA will continue on a trial basis.

Geo has been more successful in -France, where it was started in March, 1979. At the beginning of this year. Gruner & Jahr introduced Ca m'Interesse, a French. version of its rapidly growing popular science magazine P.M. There is some U.S. influence behind P.M. Its editor. Gerhard Peter Mooseleitner, who named the magazine after himself, studied journalism at Northwestern Uni-

Bertelsmann's other U.S. investments include the Brown Printing Co. of Waseca, Minn., which prints Fortune and many other magazines, and Artista records. (Bertelsmann has been in the German record and cassette business since 1969.) In addition to Geo USA, the company publishes Parents magazine.

Parents was founded in 1926 in the United States as a magazine for mothers and mothers-to-be. In 1966, a German edition of the magazine appeared as Eltern and was eventually bought by Gruner & Jahr. Nine countries as different as Britain, Turkey and Indonesia, have bought licensing rights to the German version of Parents. And in May, 1978, the German publisher: bought the original Parents maga-zine, which Adweek, a trade publication, says is now one of the three hottest magazines" in the United States.

MUTHING AS LEEDING

Lion

We all need progress. Progress needs BMW.

BMW 1980: Europe's most successful exporter of top-class

The economic future of Europe is currently a subject of intense

And to solve the problems of our future a significant increase in exports, alongside consistent energy savings, is a priority task for everyone. If we are to regain economic stability, the competitiveness of European industry must be improved considerably beyond its present record. To achieve this Europe constantly needs a continuing flow of new ideas, the most progressive technologies, and better and better products. And that's the path which BMW has trodden more consistently than virtually every other manufacturer. And, as: 1980 proved, it's a route that has earned the respect of an ever-increasing number of buyers for whom only the best is good enough, in 1980 BMW was the most successful exporter of highquality, luxury cars in Europe.

BMW 1981: progress keeps moving with BMW.

BMW's success in the fiercely competitive export market demonstrates that for more and more demanding motorists BMW cars represent the most appropriate conceptual and technological solution to present-day and future conditions. Because in addition to the acknowledged advantage of offering motorists a comprehensive and integrated driving »system«, based on outstanding engineering innovation and the most advanced technology (for instance, BMW electronics), BMW cars express a genuine consciousness of the need for greater efficiency, economy and social foresight.

Early on BMW recognised that progress in luxury motoring means concentrating on the essentials. The departure from greedy, oversized engines plus a sensible restraint when it comes to the number of cylinders are both equal expressions of a distinctly individual contemporary corporate stance, and of a buyer who possesses a real awareness of the times. So why don't you take full advantage of as much progress as BMW has to offer you?

The BMW range of fine automobiles: the ultimate in performance, comfort and safety.



BMW AG, Munich





Highly Trained Armed Forces Play a Leading Role in NATO Alliance

BONN — Three decades ago John J. McCloy, then U.S. high commissioner for Germany, briefed a group of journalists about Washington's plan to push for West Germany's rearmament and membership in NATO.

That was in 1950. World War II had been over barely five years, and the Third Reich was still a vivid memory. Skeptically, several of the correspondents at the secret briefing asked McCloy whether he thought West Germans would really go along with the idea.

"Just give me a brass band and a loudspeaker truck," he replied jokingly but optimistically. "Then let me march from Lake Constance in the south to Kiel up north, and I will have an army of a million men behind me — all

Assessment in Error

Few assessments of postwar public opinion in West Germany were ever quite as wrong. Few have proven to be as consistently wrong for so long. Burned too often in history, an army was the last thing West Germans wanted then or now.

Yet, five years later, in 1955, the Bundeswehr came into being and West Germany joined NATO. Last fall the 25th anniversary of that occasion was celebrated here amidst considerable hoopla, soul-searching and stock-tak-

ing.

With nearly 500,000 men, almost half of them draftees serving 15-month terms, it is now a highly trained and proficient force, the largest in Western Europe, and the only one entirely committed and totally subordinate to the Western allied command.

It has the most modern and technically perfect weapons — so much in demand elsewhere that the Bonn government is currently engaged in a protracted debate over whether to lift or modify its own restrictions on the export of military hardware.

NATO Councils

Today West German generals sit as respected partners in the inner councils of NATO. A new generation of senior officers — men too young to have served in Hitler's Wehrmacht — are now in the anterooms of top command: as colonels and brigadiers about to gain their first star or a second. In another five years at the latest, not a single World War II veteran will remain on active duty.

The pavy, though small and limited to ships of destroyer size, recently demonstrated its global capacity by engaging in exercises in the Indian Ocean

The air force, the Luftwaffe, after an initial period of floundering and trying to close a 10-to 15- year gap in technology and training, manifested by the loss of more than 200 of its F-104 Starfighters, is now judged by the experts to be highly skilled and professional. And despite the political hullaballo surrounding its spiraling and unexpected cost — 100 million Deutsche marks per plane — the Luftwaffe will soon be equipped with one of the world's most sophisticated and up-to-date

aircraft, the West German-Italian-British Tor-

Yet, the Bundeswehr remains perhaps the most controversial issue in West Germany today. There is interminable debate about the views of its officers, its role in society, its purpose, and public attitudes toward it — especially on the part of the young.

Ambiguous Purpose

The source of its troubles dates from its inception 25 years ago and is two-pronged. One was the new army's ambiguous purpose, still somewhat nebulous, as nothing more than a part of a multinational force — NATO. The other is that from its inception the Bundeswehr was — and remains — a "yes, but" army bearing no resemblance to those of past eras with their goosestepping arrogance and codes of puppet-like obedience.

For, in ultimately saying "yes" to rearmament, West Germany also said "but only under conditions that would protect the state from the soldier while the soldier would be busy protecting the state from enemies." It was to be a "democratic army of citizens in uniform."

A novel concept and an admirable goal, but the historically rooted contradictions in it remain unresolved to this day.

To be sure, there seems little danger any longer that the Bundeswehr might become a "state within the state" as its predecessors were — despite some alarming cases of generals with ultra-rightist views who not only glorified Nazi heroes such as ex-Col. Hans Ulrich Rudel, Hitler's favorite and wartime Germany's most highly decorated officer, but also defied the principle of civilian, political control.

Distant Dream

On the other hand, the army's integration into and acceptance by society appears a distant dream.

This was glaringly apparent with the violence that met last year's series of public swearing-in

ceremonies of new recruits.

The most violent of all, in a Bremen stadium last May, was attended by West German President Karl Carstens and Defense Minister Hans Apel. It left 257 police, a dozen soldiers and an estimated 50 anti-military demonstrators more or less seriously wounded.

The ceremonies, with their brassy symbolism and martial pomp and circumstance, have the avowed purpose of "integrating the Bundeswehr into society" and of giving recruits a sense of "common duty," a feeling that they are "part of society."

There is strong opposition to them within Mr. Apel's and Chancellor Helmut Schmidt's own Social Democratic party (SPD), but both Mr. Schmidt and Mr. Apel are on record as committed to continuing the practice, certain to be met with even greater violence and outcres in 1981.

Pacifism Spreads

That they are considered necessary is symptomatic of a greater problem: public attitudes

toward the Bundeswehr and the pacifistic mood spreading among West Germany's young generation.

Opponents claim that these public ceremonies — and there are likely to be dozens of them all around the country again this year — are merely martial displays that make the hearts of old soldiers and those who pine for past military ritual beat faster.

According to supporters, they are attempts
— inchoate, injudicious and ill-concieved perhaps — to integrate the Bundeswehr into society, to persuade West Germans to identify

Either way, the dispute has at least placed

into focus some of the problems that have bedeviled the Bundeswehr from the start. All armies of democratic nations, established for the purpose of maintaining peace, tend to suffer crises of morale and identity in times of peace, largely because that mission is historically inconsistent with the traditional roles of

national power. Morale Problems

armies as such — to either defend the nation

In practical terms this leads to morale problems and disgruntlement among the peacetime army's professionals — the officers and career non-coms — who are frustrated by limited opportunities of promotion and the drudgery of their work as "bureaucrats in uniform." In the Bundeswehr this has led to the forma-

In the Bundeswehr this has led to the formation of organizations of officers and non-coms that now strongly resemble trade unions. They do not yet engage in collective bargaining for higher pay, shorter hours and better promotion chances, but the day may not be far off when they do.

But beyond that, West Germany's army has

It was not created for a national purpose, the nation itself being divided with 17 million under Communist rule in East Germany, but as one contingent of a multinational force and alliance. Membership in NATO is, in fact, the Bundeswehr's raison d'etre and only charter. For all practical purposes, its commander-inchief is not a German but an American—Gen. Bernard Rogers, the Supreme Allied Commander for Europe.

There are inherent contradictions in this,

There are inherent contradictions in this, and they are exacerbated in a period such as the present one when NATO itself seems divided and West German foregn policy is not entirely harmonious with that of the U.S.

To complicate matters, the Bundeswehr was established 25 years ago with heavy burdens that continue to weigh on it.

There was the legacy of Germany's martial past and the historical, elitist state-within-the-state role of the military in society. There were also the fears and suspicions of a new army even among West Germany's friends.

There was the pacifistic mood that grew out of World War II and the Third Reich, which McCloy misjudged in 1950 and which led to foot-dragging on the country's rearmament. Three decades later, that mood seems to be

getting stronger instead of weaker. During a three-month period in 1977 when Bonn tried easing the obstacles that face draft-age Germans wanting to declare as conscientious of jectors, the number of potential draftees registering as objectors increased sixfold — to 18,000. The experiment was quickly dropped.

Moreover, though it was to be a new "democratic" army, with a different role in and attitude to society, it had to be launched and built up by the officers left over from Hitler's Wehrmacht. Only they possessed the skills and training to make it at least a halfway effective military force.

SPD Opposition

And last, but by no means least, there was the strong initial opposition to rearmament from the very political quarter — the Social Democratic party — that now governs the country and appoints the ministers of defense.

It is ironic, but true, that three SPD defense

ministers since 1969 — Heimut Schmidt, Georg Leber and Hans Apel — have all waxed more martial and soldierly than their three Christian Democratic (CDU/CSU) predecessors — Franz Josef Strauss, Kai-Uwe von Hassel and Gerhard Schroeder. It was almost as if

they were using the defense post to demonstrate and reiterate that the SPD had jettisoned the pacifist, anti-military planks of its party platform of the 1950s.

For years, for example, the CDU/CSU defense ministers and also Mr. Schmidt and Mr. Leber, had resisted pressure from the brass to give the Bundeswehr a system of decorations and medals. Tinsel and baubles, they contended, were inconsistent with an army of technocrats and technicians that had substituted computers for the old parade-ground drill. But Mr. Apel, who prided himself on never having speut a minute in uniform when he was named defense minister in 1978, instituted medals last year: three degrees of crosses, in gold, silver and bronze, and a medal of merit.

To a degree, the doubts now hovering over the Bundeswehr resemble those surrounding the U.S. Army and the discussion in Washington over resumption of the draft. But they go deeper here.

Need for Traditions

Armies need traditions. But what kind of healthy traditions can the Bundeswehr draw on without instantly conjuring the specter of Germany's past? Which German military leaders in history, for instance, can be held up and that worthy of emulation? How in a society merely tolerates the existence of an army, its career professionals be integrated? How draftees be energized to serve when the pose of service, in an affluent land and a raturent tively peaceful world, seems nebulous, obselve Haig and superfluous to those young men?

and superfittous to those young them:

These are the questions preoccupying Germany's leaders currently as the deswehr enters its second quarter-century that its role and mission the subject of heated critical

Some in West Germany say the court hates would have been better off had it been born as "a larger Switzerland" and the army born conceived as merely a "larger Swiss militia efficient which defense of the homeland, against out Ty and all enemies, and universal service by interpretable that a satiomatic from the cradle. Had to the case, they contend, there would be too need for public swearing-in ceremonies of this cruits, and of course no protest demonstriscont

tions against them, and no need for medals. er is m.
But history took a different course and three ren.
25 years after its establishment, the Bun stit.
deswehr, though proficient, effective and we the requipped, remains a "yes, but" army.

J. Jer.

J. Jer.

Pledge Made to Increase Assistance

(Continued from Page 7S)

oil industry projects under which service agreements were insured for the first time.

The whole debate on the level of aid spending might now be spurred on following the recent publication of a research paper from the DIW Economic Research Institute of West Berlin. The paper examined the effects on domestic employment of raising spending on development aid. It noted that calls for higher spending are often countered with the argument that such aid withdraws purchasing power from the domestic economy unless given with the proviso it should be spent on West German goods.

Aid Flowback

However, recent statistics show that even after such provisos were lifted to a great extent in 1973, substantial amounts of aid funds flowed back into the domestic economy in the form of orders. Between 1974 and 1979 only an average of just under one-quarter of West German bilateral aid was formally bound to the purchase of goods from West German firms. But 70 percent of total West German aid spending nonetheless returned as goods were ordered from German companies. In addition, follow-up orders were received once projects had begun. The DIW observed that bilateral aid from other donor countries also sometimes resulted in orders for German firms.

The largest portion of West German bilateral aid comes in the form of capital spending, directed via the Reconstruction Loan Agency (KFW) into specific investment projects. Between 1976 and 1979 about two-thirds of all untied capital aid returned as orders to German companies, chiefly to engineering firms, followed by electrical and motor-vehicle

Technical aid is largely provided by the German Society for Technical Cooperation (GTZ), which offers technical business and organizational expertise. Eighty-six percent of spending during the past few years in this field flowed back into the German economy. This was largely for providing the necessary experts, advisory and consulting backup, and product purchases.

Turning to the effects of aid spending on the domestic economy, the institute noted that capital and federal technical aid totaling 2.3 billion marks in 1976 led directly to contracts valued at 1.6 billion marks for West German firms. This required preliminary work amonting to 1.3 billion marks, and resulted in gross production value of about 3 billion marks. Such production volume amounts to the employment of at least 29,000 people.

Following the rise in aid spending up to 1979, the effect on employment increased, although improved productivity must also be taken into account.

Putting such figures into perspective, the in-

Putting such figures into perspective, the institute indicated that production and employment dependent on development aid is below one percent of the total in the German economy. It said about one-tenth of goods exported in 1979 from West Germany and flowing into developing countries, including OPEC, were nanced by international development aid. To remainder of the international aid, which total amounted to 51 billion marks in 197—returned in orders to other countries ar prompted some demand there for Germs goods. This effect may have been worth

much as 900 million marks.

Demand for Goods

Thus overall demand in 1979 for West Ge man goods resulting from such aid was wort around 7.1 billion marks, equivalent to groe production value of 13 to 14 billion marks an the employment of 100,000 people, the institute said.

One mark spent on development aid will pressent the second partly delayed and indirectly, the DIV pointed out. A one-percent change in Western industrialized countries' development aid causes a change in the German employment leve of about 1,000 jobs, either lost or gained with laight lower or higher spending, respectively. Therefore, any moves by the United States to slash aid, particularly its contributions to international institutions, would influence employment levels in West Germany.

These considerations regarding employment f det levels, the DIW underlined, should not be em-Roor phasized in the debate on development aid for which humanitarian, moral and foreign policy Later motives are the principal factors. Such an analysis, however, may ease the decision on the amount of aid to be given overall, it said.



Pan Am goes first class with Nixdorf.

Nobody knows the meaning of first class better than Pan Am. So when Pan Am says they get first class performance from Nixdorf computers, you can be sure they know exactly what they're talking about. Especially when discussing the consolidation of passenger and cargo revenues from all their operating branches.

Why Nixdorf? Because of our unique useroriented commitment to simplicity that results in the smoothest, most productive man/ machine interface in the industry.

User-orientation. It was our philosophy more than a quarter of a century ago when we pioneered the workstation computer. And it's our philosophy loday.

In the design and production of complete systems for either stand-alone or distributed data processing and word processing applications, Nixdorf is dedicated to one simple idea: People who use computers should have computers they can use. Maybe that's why Pan Am and so many other major companies go first class with Nixdorf.

For further information: Nixdorf Computer AG, Fürstenallee 7, D-4790 Paderborn, West-Germany, Tel. 0 52 51/20 01, Telex 936791-1-9

Photo Courtesy of Pan American World Airways, Inc.





Good relations with all parts of the world has long been a tradition in Lower Saxony, a country which has always been much sought after as a partner because of its geographical situation on the sea and in the heart of Europe and because of the world-wide

S LOWER SAXONY PARTNER OF THE WORLD MARKETS



Lower Saxony's excellent international contacts are attracting new industrial firms into the country. These firms find successful neighbours; and banks, authorities and trade associations are only too ready to help with prompt and practical advice. And very soon they become successful themselves.

tion ossi m I anco s ris. slower Basq TTA of t tack ris Cr sh he i in t

f Lock

During the Hanover Trade Fair from 1 – 8 April, 1981, the Lower Saxon Minister of Economics and Transport will provide you with information on what the country and its business community have to offer in the way of services at an exhibition in the Niedersachsenpavillon

Stahlstr./ corner Mannheimer S

عِلَدًا مِنْ الْأَصِلُ

Inergy: Federal Government Stresses Need to Find Alternative to Oil

1980-2000

Andrew Hargrave

Z Kili **چ ند** ب

Mutros T.

page 10 17 4 18 18

HERETERS

新老师

テ**会**(こと)

ID MIR

4

N — Chancellor Helmut hmidt recently estimated rall drop in West Germal income (due to a year's oil ses) at around 30 billion ne marks, an average of al-M500 for each citizen. And is could point to the fact consumption last year, for a time in many years, fell 50 per cent of the internal y energy market, increases prices still accounted for han half the country's cur-count deficit of DM28 bil-

nation as a whole needs to sinded of the necessity of and conserving energy, es-by finding substitutes for message has been forcefulen home by declining defrom Iran and Iraq, partic-since the Gulf war. The two ies accounted for 13 percent at Germany's crude oil ims recently as 1979.

war "underlines the risks ergy supply." the govern-said earlier this year in its nic report for 1981, "espen the crude oil sector." report restates the priorities

the replacement of oil by energy sources including limited development" of nunergy; diversification of gas es, including liquid gas; ble use of energy" through heat utilization, district heatic.; the preparation of crisis res in case of a future emerclose attention to new and able energy sources.

verting Intentions to Action re is, however, widespread - particularly by in-

and public utilities — about overnment's willingness and ts ability to convert good inns into a credible long-term y program. The Brokdorf deearlier this year is used to y the doubts.

- construction of a nuclear r station at Brokdorf, north unburg, has been delayed by live years. After a burst of tions and a partial approval oceed, the ruling Social Dem-tic Party (SPD) in Hamburg nized a special congress in mary to debate the issue. However, in its projections to decided by a fair majority not the years 2000 and 2030 the report

APPROX. TOTAL could mean withdrawal of the Hamburg electricity utility, a 50percent partner, from the project. What many people found irritating was the absence of Chancellor Schmidt, a native and former senator of Hamburg, from the con-gress. For it is his government, af-ter all, that favors expansion —

SECTOR

Hard coal

Electricity:

nuclear power program. The Brokdorf episode seems to bear out the view that the federal government is lukewarm about nuclear energy and without a credible long-term energy concept, although the report of a parliamentary and technical commission last June was of little help to the gov-

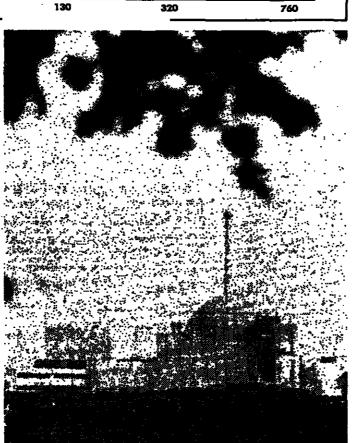
albeit cautious - of the nation's

Three Options

The commission, saying that it is not possible to decide "on the basis of a broad consensus" for or against the long-term use of nuclear energy, suggested postponing the final decision until 1990.

By that time, the commission said, three options will have been energy through fast reactors "with all the consequences;" develop-ment of nuclear energy limited to non-fast reactors; and no nuclear

If the first option were chosen, the commission said, the decision would be final and would involve the hotly disputed development of and reprocessing facilities. These also would be necessary, though less urgently, in Option II, which is the one believed to be favored by



1980-90

50

NUCLEAR POWER -- The 1,300-megawatt nuclear power plant on Weser River began generating electricity in 1978.

an energy gap would develop un-less the pace of nuclear power-sta-tion building were increased. The report also points out that renew-able energy sources — sun, wind, tides, natural hear — could con-

Financial Requirements of Energy Program

in DM Billions 1979 Prices Calculated

creases in the Gross Social Product cent of total primary energy con-(3.3 percent and 2 percent a year) sumption and that if the oil and an energy gap would develop unless the pace of nuclear power-sta-duced from the present 65 percent to around 40 percent, coal's percentage would be increased from well below 30 percent, as it is now. to around 35 percent by the year

Meanwhile, the debate goes on. Critics of the government's uncertainty about nuclear energy argue that procrastinating until 1990 will place the whole West German economy, dependent on secure and uninterrupted supplies of energy.

Different Situation in France They see a gap developing be-tween supply and demand long be-fore 1990, and considering that the average waiting period between the first application for approval by the local courts and the commissioning of the power station is about ten years, their anxiety is understandable. (In France, often used as an example, the waiting period is only about five years; 1

major reason why France — a late starter in nuclear electricity — is overtaking the rest of Europe. Nuclear electricity is to supply at least 50 percent of France's power needs by 1988 while in West Germany its maximum contribution by 1990 will be a maximum of 30 percent). Brokdorf and Gorleben the disputed nuclear waste disposal site in the northeast — are

Max Ludewig, a member of the management board of Kraftwerk-Union (KWU), the largest powerestimates the energy gap may be as near as 1985-1988, even if economic and power-consumption growths stay at a modest level. Manfred Lennings, chief executive of GHH-Gutehoffnungshuette, one of the country's leading engineering and power groups, foresees a power capacity gap of 25,000 megawatts by 1990 if no nuclear power stations are approved be-yond those already under con-

"We cannot do without nucleau energy," Mr. Lennings says. "The alternative is to face the risk of no one wanting to invest in our coun-

Pointing to the danger of delay in making the nuclear decision does not mean that Ludewig, Lennings and others ignore the need for energy conservation, oil substitutes and use of renewable energy sources. But only those opposing the expansion of nuclear energy on political or safety grounds would claim that such alternatives are capable of supplying even a slow-growing economy or even of retaining present living Nuclear energy is highly capital

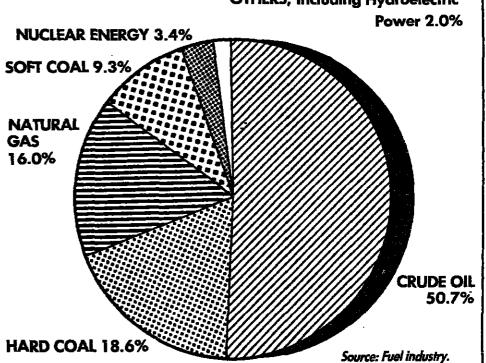


1979 Consumption in West Germany

Total: 408 Million Tons Coal Equivalent

هكذا من الأصل

OTHERS, Including Hydroelectric **Power 2.0%**



intensive, partly because of the very strict safety standards imposed by the authorities. On the other hand, public utilities, industrialists and politicians arguing in its favor maintain that lower fuel costs would compensate for the higher capital outlay quite early in a station's life, especially if fuel prices continue to soar. And if nuclear stations (the others would run on cheap soft coal) meet power base load requirements in full and not, as in the present case, at 40percent level, it could slow down

the increase in power charges.

A study prepared by the Dresdner Bank, one of West Germany's leading commercial banks, shows, however, that all forms of

expensive. The study says that investment in energy over the next 20 years could be as high as DM760 billione or 12 times the amount of West Germany's 1980

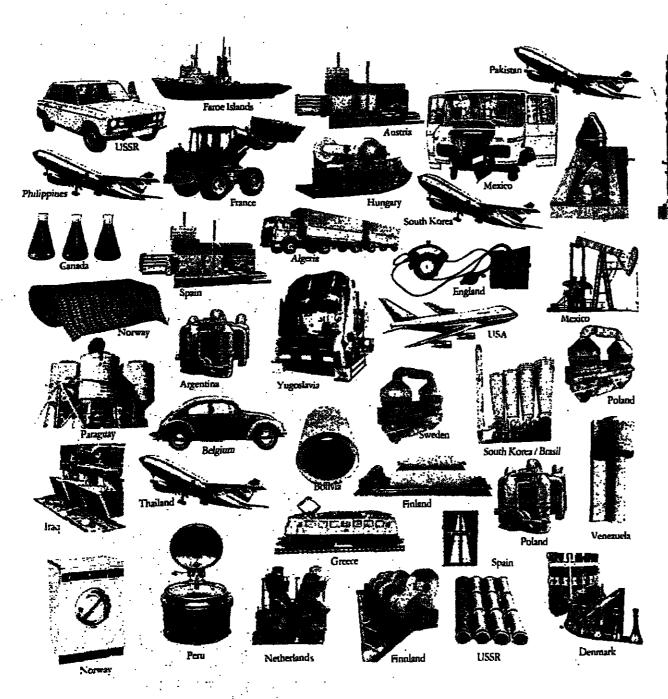
The estimates are calculated at 1979 prices. The breakdown, according to sectors of expenditure in billions of marks, is shown in the accompanying table.

The study sees no major difficulty for private enterprise and public utilities to raise these sums. It points out that approximately 3.6 percent of bank credit and almost 5 percent of loans from insurance companies are advanced for energy projects. An increase to 4.5 percent and six percent respectively in oil substitution including energy the share A energy-related credits. saving and conservation are very and an effort by the companies to

meet the rest from their own resources or by recourse to the capital market, could raise all the funds required.

Some of these very large sums would need long-term funding. However, as the table indicates, about 40 percent of the total is in the electricity generating, distributing and service sector which has so far experienced little financing difficulty. Nor are oil and gas sectors, accounting for a further fifth of the required sums, likely to run short of funds. Where finance may prove to be a problem is in longterm risk-bearing projects such as coal conversion and utilization of renewable energy sources as well as capital-intensive schemes such as district heating. All these are discussed in detail in other articles.

FROM HANNOVER TOO, YOU CAN CONDUCT INTERNATIONAL BUSINESS.



he NORD/LB is one of Germany's biggest banks. It is an institution under public law. Our guarantors and owners are the Federal State of Lower Saxony and the Lower Saxony Savings Banks and Giro Association with its savings

As the central institution, we work closely together with the 73 Lower Saxony Savings Banks and their 2000 branches.

We belong to the Savings Banks Organisation, the largest banking group in Germany. Alto-

COME AND TALK WITH US, GERMANY'S 9TH LARGEST BANK. YOU'LL FIND US AT THE HANNO-VER FAIR IN THE LOWER SAXONY PAVILLON, STAHLSTRASSE/MANN-HEIMER STRASSE (TEL. 892681). **OR YOU PHONE US IN OUR MAIN** OFFICEIN THE CITY OF HANNO-VER (TEL.0511/103-2283).

gether there are 11 regional banks and over 600 savings banks with more than 16500 branches.

We are the official bankers to the state of Lower Saxony and accordingly have good

contacts with the communities, the trade and industry of Lower Saxony.

Our balance sheet total is at 31. 12. 80: some DM 45,900 million, of which approx. DM 24,700 million are claims on non-bank customers and approx. DM 9,500 million are claims on credit institutions.

Te are members of numerous national and international consortiums (issues of our own bonds amounted to some DM 20,500 million).

Through a subsidiary in Luxembourg, the NORD/LB Luxembourg S.A., we are connected to the Euro-Market and have good international contacts via numerous correspondents.

NORD/LB Georgsplatz 1 Suiti Hannover i Tel. 05 11/1 03-1

NORD/LB-Zentrum 3301 Braunschweig Tel. 05 31/487-1

NORD:LB Luxembourg S.A. 29, Avenue Monterey Luxembourg Tel. 00352/4725911 Telex 0048/2265

Zentralbank der niedersächsischen Sparkassen.



Research: Tool For Finding New **Energy Sources**

BONN — About one-third of the Federal Ministry for Research and Technology's outlay of 6 billion Deutsche marks is intended for energy-related projects sanctioned under the three-year program just ended. It is understood, however, that no new contracts will be awarded this year under the ministry's 1981 budget, which is being raised only slightly to keep pace with inflation.

More than two-thirds of the three-year expenditure was related to nuclear energy, the rest to coal conversion, renewable sources, new and more effective application of technologies including the com-bined cycle, use of waste heat and district heating. The heavy public investment in nuclear energy is due to the very high research costs in nuclear waste disposal and safe-ty as well as in advanced reactors such as the high-temperature and fast-breeder reactors. Both are due to be commissioned in the 1980s.

The new energy program expected to be announced by the government later this year should give de-tails and timetables for the ambitious (DM13 billion at 1979 prices) coal-conversion program first announced by former minister of research and technology Volker Hauff in October, 1979, and approved by the government last

Scheduling of the program may be affected by the West German economy's growth prospects, in-creases in the price of energy (particularly those of imported oil and gas), the development of an energy concept by the government and public pressure (or the absence of such pressure) to move faster.

Let's start with Frankfurt.

Why is Frankfurt so important?

"Frankfurt ranks among the world's

foremost banking and financial cen-

tutions operate here, and Frankfurt

has more international banks than

here, and the Frankfurt Stock Ex-

ing for nearly half of the stock ex-

any other city in Continental Europe.

change is Germany's largest, account-

change transactions, two-thirds of its

dealings in foreign shares and some

80 per cent of the business in foreign

Perhaps less well known inter-

nationally is that Hessische Landes-

born banks. Half of Germany's top

10 banks are Frankfurt-based. We're

"With total assets of more than

DM 53 billion, Hessische Landes-

ment-backed regional bank, our liab-

ilities are guaranteed jointly by the

banker to the State of Hesse, from

form clearing functions for the 52

regional Sparkassen."

which our name is derived, and per-

State of Hesse and its Sparkassen

bank is one of Frankfurt's big native-

fixed-interest securities.

Now about the bank itself.

What's its size and structure?

one of them."

The Bundesbank is headquartered

ters. 150 German banking insti-

The program provides for 14 projects, including very large dem-

both gasification and liquefaction of coal. The government intends to back four known techniques for gasification: three for hard coal (Lurgi, Texaco, Saarberg-Otto) and one for soft coal, the high-ternperature Winkler process. All four processes are already being tested in experimental plants. A fifth one, sponsored by Shell and Krupp-Koppers and based on the Koppers-Totzek shurry-gasification technique with a dash of Shell technology, also is being tested.

These experimental plants are expected to wind up this year or next at the latest, hence the need for an early government declara-tion. Synthesis gas based on soft coal is already believed to be competitive in the Rhine region close to large, still-untapped soft-coal

Hard-coal-based gas, on the other hand, is estimated to be almost three times as expensive as the natural gas it would replace. However, if combined with steam raising for heat, the economy of the process may improve, as STEAG's experimental power station at Luenen is designed to dem-onstrate. De-sulphurization, which would reduce pollution without installation of filters, also is part of the process.

Another application of gasified coal is substituting it for gas in the direct reduction of iron ore; an experimental plant based on the fluidized bed combustion technology (more about this below) shortly to operate at Korf's Kiel steelworks.

Plants Under Discussion

Two big new demonstration plants based on the extension of existing pilot plants are under discussion between the government and the operators, in this case Ruhrkohle and Rheinbraun (an onstration plants or substantial ex- RWE subsidiary) respectively. One tensions to existing plants, for would triple the size of the existing



"Ruhr 100" Lurgi pressure gasifi-cation plant at Dorsten and would also involve further partners. It would have a through-put of 1 million tons of hard coal a year and produce 500 million cubic meters of synthetic natural gas (SNG). The cost of this plant alone would approach DM2 billion: its integration with a high-temperature nuclear reactor is anticipated at a lat-

The other plant, using soft coal, would cost around DM600 million and is designed to supply the chemical concerns in the Rhine re-gions with methanol, an important chemical feedstock. The plant would have a through-put of I million tons of soft coal a year and serve as a proving ground for the cost-effectiveness of the process. Of the coal liquefaction process

es, only Fischer-Tropsch, first in-troduced long before World War II, is being tested on a large scale West Germany. (In South Africa, Lurgi is in-

Focus on Hessische Landesbank - Girozentrale-

We're one of them."

"Half of Germany's top 10

banks are Frankfurt-based.

'More than two-thirds of the three-year expenditure was related to nuclear energy, the rest to coal conversion, renewable sources, new and more effective application of technologies including the combined cycle, use of waste heat and district heating. The heavy public investment in nuclear energy is due to the very high research costs in nuclear waste disposal and safety as well as in advanced reactors such

as the high-temperature and fast-breeder reactors. Both are due to be commissioned in the 1980s.

volved in expanding the existing Sasol complex to eventually proance. A large joint project being operated by Ruhrkohle and VEBA needs for motor fuel as well as provide chemical feedstock, iron ore reduction gas and other products). Some of West Germany's pilot plants are due to be extended sub-

Oel at Bottrop may be extended to convert 2 million tons of hard coal a year into 850,000 tons of gasoline; another liquefaction plant would convert a similar volume of soft coal into gasoline.

Anticipating these develop-ments, the West German coal-mining association has called repeat-edly for additional coal imports, including 10 million tons earmarked for conversion.

Imported Coal

Another pilot plant, based on a variation of the Fischer-Tropsch process and involving the steelis being planned specifically for the use of imported coal.

Government help for an extendovernment help for an extend-ed use of coal may take different forms. A "Gaspfennig" or "Gaspenny" (like the "Coalpenny" paid by electricity consumers to promote domestic hard coal in power stations), tax concessions, fuel subsidies, investment grants. minimum-price guarantees, provision of the difference between production costs and crude-oil prices are among the measures suggested by the government.

The desirability of international co-operation also is stressed. Some in private industry say that a combination of such meathat a combination of such measures could make such projects competitive. Karl Schmid, an executive of Krupp-Koppers, claims that a DM500-million coal-gasification plant producing 500,000 tons of methanol a year as an ingredient of motor fuel could offer competitive rates if the government met half the plant cost and taxed the product on the basis of taxed the product on the basis of its calorific value — which is half of that of gasoline. Lower-priced imported coal as the raw material would enhance the success of such a project, Mr. Schmid said.

Another process involving coal, already in experimentation in the

Ruhr, is due to be tested in a fullscale plant to open later this year. It is a 200-megawatt power station at Voelklingen in the Saar, which is to process low-grade coal and shurry (or dross). Based on a new variation of the well-known con-cept of fluidized bed combustion, it is receiving full federal support. Coal is being pulverized under atmospheric or compressed pressure to drive a generator; a refinement of the process enables the exhaust gases from the steam generator to drive a gas turbine simultaneously within a combined power/heat cycle. The process achieves not only a high utilization of very lowgrade coal but is free of ash and noxious gases and consequently of environmental pollution

The Voelklingen project has been described by Rudolf Len-nartz, chief executive of Saarbergwerke, as "one of the power stations of the future," particularly suitable for the coal-producing areas of the Third World. In Western Europe the process may take different forms: the use of oil shale which there are limited deposits in West Germany) for production of cement, synthesis gas from coal for the reduction of iron ore,

The federal government's objective in all these projects is to involve private enterprise to a high degree, partly to avoid increased public expenditure but also to refine and improve West German techniques by co-operation or partnerships with major oil companies at home and abroad.

Industrialists such as Mr. Schmid maintain that without a sound domestic commercial base, success in the export markets could well be jeopardized. It is a viewpoint that the federal government - and state governments affected — have to treat seriously when drafting the follow-up to the 1977-1980 energy research and technology programs.

Coal: Reserves the coals are t High, Technolog Resources Vast

ESSEN — West Germany's do-mestic hard coal reserves are economic upswing — or a second only to Britain's in western Europe and its soft coal (lignite) deposits are the biggest by far, The country also has the advan-

the country also has the advan-tage of developed technologies for refining and converting coal into gas and liquids, utilizing low-grade coal or even dross, and linking coal-fueled devices to others (in-cluding nuclear energy) in com-bined-cycle operations. bined-cycle operations. However, hard coal deposits are getting deeper and more expensive to exploit and West German miners' wages are among the highest in the world, so the industry has tried to compensate by refining and ex-

tending coal preparation and im-proving underground mechanization and process technology. This has enabled output per manshift to rise from 12 tons to 19

tons in ten years. Greater use of coal reduces the country's dependence on imported oil and the plans are to increase output from last year's 88 million tons to 100 million tons by the end of the century. To make such ma-jor inroads into oil usage, including motor fuel and chemical feedstock as well as replacement of oil as a power and heating fuel, would require domestic stocks to

be supplemented extensively.

Coal imports, at present officially limited to about 7 million tons a year, would have to be expanded substantially.

While the long-term prospects for hard and soft coal (most of the

latter is burned in power stations as a low-cost, base load fuel) are good, temporary setbacks cannot be ruled out.

The world steel recession has affected the West German coal in-dustry, the major coking coal ex-porter within the European Com-

The Price of Oil

Moreover, as the past decade has shown, the pace of investment in coal is to some extent dictated by the price of oil which in turn is influenced by upheavals such as the Gulf War and the vagaries and internal politicking of OPEC (Organization of Petroleum Exporting Countries),

Nevertheless, Karlheinz Bund chief executive of Ruhrkohle and president of the industry's associalarge investments - DM3 billion last year - will be maintained at least at their present levels for several years.

Mr. Bund forecasts imports of 40 million to 50 million tons of coal a year before the end of the century, for conversion purposes as well as power-station fuel. (An extra 13,000 megowatts of coalbased capacity is required by the electricity industry.)

The Polish crisis trimmed world trade back to around 200 million tons last year and showed that oil is not the only resource to react sensitively to political events.

It was certainly a reminder to those hoping for a fast expansion in the world's coal trade, for the major exporters also include South Africa which wishes to achieve self-sufficiency in fuels, particularly coal

Other big exporters, such as the United States and Australia, have yet to develop port and transport facilities to shift coal over large distances and across the oceans. Such facilities are costly and Dr.

Bund's idea of joint projects along the lines of Ruhrkohle's participation in an Australian mining

"oil shock" — to provide largest scale political or private support seal German knownow in coal refi ing and conversion is being put beneficial use in a number of interior national arrangements.

In Australia, Rheinbraun - tlid soft-coal subsidiary of Rheiniscout Westfaelische Elektrizitaetswerk m (RWE), West Germany's largerem public utility — is involved in stit feasibility study sponsored by the p Victoria State Government, for out site soft-coal liquefaction.

In the United States, too, on-sisting coal gasification has attracted thing

'Greater use of coal reduces the country's dependence on imported oil and the p ins

are to inc. ase output fre n last year's 38

million tons to 100 million

tons by the end of the century.'

attention of several West Germanhorn energy companies, including Ruhr and gas, and earlier this year Krupp mea Krupp concern, won a major con a the low krupp concern, won a major con a the low krupp concern, won a major con a the low concern, which is a low a major con a the low concern, which is a low a major con a the low concern, which is a low a low concern, which is a low tract within a large coal-refining uncomplex being built in Pennsylvania. (The same Koppers-Totzek ne dication process is incomp ed in contracts made earlier by the o company in Poland and Brazil).

Lurgi, the country's other major operator for coal technology, is intention volved in several major foreign fire contracts, most notably the Sasol sun complex in South Africa.

Its aim is to meet about half the mi country's motor fuel needs from domestic coal resources in addition to producing chemical feedstock, iron reduction gas and other products.

Long-term projects still in the experimental or demonstration stage have a big risk attached to them, and federal or state authorities often have to provide impetus

For the development of new technologies is in the nation's long-term interest, and while it is ac-knowledged that the application of such technologies will be mainly on sites where large, low-cost coal deposits are readily available, test-ing them in West Germany would help in exporting both knowhow and engineering hardware.

Ultimately business as well as the balance of payments would

Frankfurt. Economic Center.

The top spot for Amt für Wirtschaftsförderung commerce and trade der Stadt fairs, banking and Frankfurt am Main industry. Its economic Gutleutstraße 7-9 resources, D-6000 infrastructure, Frankfurt a. M.: congenial lifestyle and heart-of-europe location make this city a standout.

Further information in the brochure "Location Frankfurt."

What about your service facilities? "We concentrate on wholesale banking and medium to long-term financing. As a German universal bank, our facilities cover the full range of commercial and investment banking services. Because we don't operate a branch network, we can devote major objectives." our time and energy to wholesale banking activities. Head Office We participate regularly in inter-Junghofstrasse 18-26

national bond, note and share issues. bank is Germany's 10th largest bank, And we provide comprehensive in-3rd among Landesbanks. As a governvestment management and brokerage services, including securities trading. Our membership of the Frunkfurt Stock Exchange facilitates and Giro Association. We also act as dealing in quoted shares and fixedinterest securities."

And sources of funds?

"A large part of our funding is done by issuing our own bonds and SD Certificates (Schuldscheindarlehen). The total outstanding is over DM 22

Who are the bank's main clients?

"As a wholesale bank, our service facilities are tailored for large, internationally active corporations, foreign governments, and other financial institutions, as well as subsidiaries

of international companies operating in Germany. As bankers to the State of Hesse; we naturally support its state-wide and municipal programs. We also work closely with Hesse's Sparkassen and their clients, especially on the foreign side."

How do you see your position developing internationally?

"Without neglecting our home base in Frankfurt, we have assembled a team of banking professionals devoted to building a strong international track record based on pragmatic banking principles, the most modern technical and support facilities, and the highest standards of client service. International banking is quite competitive, and banks that try harder for their clients and give them fast, personal service often have the edge. This is one of our

D-6000 Frankfurt/Main Tel.: (0611) 132-1, Telex: 415 291-0

London Branch

55 Basinghall Street London EC2V 5BL Tel.: (01)-606 499-1, Telex: 88 75 11 New York Branch

499 Park Avenue New York, New York 10022 Tel.: (212) 371-2500, Telex: 234 426 Luxembourg Subsidiary

Helaba Luxembourg Hessische Landesbank International S.A. 4, Place de Paris Tel.: (52) 499 4011, Telex: 3295 hela lu

Helaba Frankfurt



Sh. Tech isulation Advances Help Esource It Nation's Heating Costs It Nation's Heating Costs and political events may accelerate alternative solutions. West Germany's manufacturing which consumes about tons last year. New plants built by Thyssen, Krupp and Kloeckner, among other wave saving. The

1 (22) · (

· ·

4.44

Marie Sir

en en e

Control of the second

\$ - TYSTOL .

F. Marian

ች • - : / - :

1

ng pangala

Transaction of the same

theating or heat for manig processes. Consequentifies area that the greatest
id and gas may be made:
them, they provide more
conjuncted of all heat, parings and conservation. The biggest

and conservation. The biggest

and conservation. The biggest

and conservation. The biggest

and conservation the bare additional by the space heating, where the savings have been achieved by the

hermal insulation in homes, offices, rools and factories is encouraged by vernment assistance. A four-year ogram for thermal energy saving, out 90 percent of it for insulation at a st to the government of 4.35 billion eutsche marks, will run out at the end next year, by which time some DM20 llion will have been spent on thermal vings.

percent. ace heating — about 40

of the total primary energy prion — fuel oil alone has a well over 60 percent. nal insulation in homes, ofthools and factories is en-

d by government assist-I four-year program for energy saving about 90 of it for insulation at a the government of 4.35 bilautsche marks, will run out end of next year, by which me DM20 billion will have ent on thermal savings.

ict heating heat pumps installations as well as di-batitution of coal for oil are the equipment and devices ed to reduce the share of oil. nsequently of oil imports, in iting market (It is generally ed that in the forsecable fual and gas are likely to conto provide the main chemical ock and gasoline the anto-e and aviation fuel But even

on of oil and gas is more chemical industry, a major user of fuel for feedstock, industrial processes and factory heating. According to an estimate by the Federal Statistical Bureau, the industry is using only one-third of the energy it required 30 years ago for the same output. At the other end of the scale, the steel industry has achieved much smaller reductions, although an estimate by the industry itself claims that in the past 20 years energy consumption per ton of rolled steel has been reduced by almost a third and the amount of coke required to produce a ton of iron by 38 percent.

Continuous casting first devel-oped in West Germany, is now ac-counting for about half the total output of rolled steel. It reduces the iron ore requirements of crude steel by 15 percent and consequently uses less energy.

The steel industry as a whole has reduced its dependence on oil within its total energy consumption from 17 percent in 1972 to 5 percent today, its consumption of

Krupp and Kloeckner, among others, are highly energy saving. The combined power-heat cycle results in utilization of waste heat from the power plant and steel-making process for space heating and manufacturing process heat inside the works and — in the case of Thyssen and Krupp — for district heat-ing in thousands of homes nearby.

Cost Consciousness

Industry's cost consciousness in energy use is paralleled, though somewhat more patchily, in homes, offices and other public buildings. However, it is in space heating - where more than twothirds of the energy source is fuel oil — that its escalating price (an eightfold increase in ten years) has given the biggest impetus for both savings and oil substitution.

A study entitled "Waerme 2000" ("Heat 2000") published by the

West German electricity industry last autumn has pointed to ways of reducing the use of oil more drastically over the next 20 years.

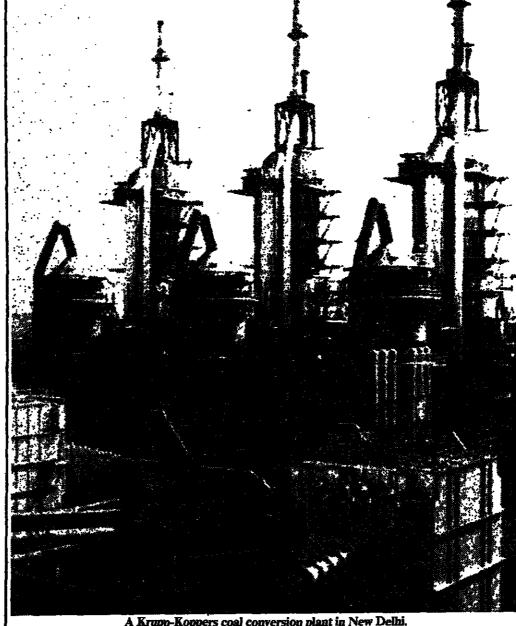
The study is, unsurprisingly, biased toward an increased share of electricity within the primary energy market. At the same time the argument is supported by sugges-tions for a variety of ways to increase the rate of power utilization, which at present averages only about one-third of the total fuel input and wastes the remaining two-

Energy-saving methods include the combined power-heat cycle, the highest possible rate to convert current into useful heat, the use of little-used energy sources (high-ash coal or dross, sun, heat pump) and

district heating).

Thus the study foresees the possibility of raising the share of electricity in the home heating market (space, water, air conditioning, etc.) from a mere tenth to almost one-third by 2000 (partly by the use of heat pumps), and of district heating from 4 percent to 11 percent. At the same time, the share of oil should be reduced from over 60 percent to 20 percent of the overall home heating market.

Similar developments could take



A Krupp-Koppers coal conversion plant in New Delhi.

share of oil might drop from over a third to less than one-sixth of total heat provided, while gas, no doubt some produced from coal or as a byproduct of industrial processes. would increase its share from a quarter to a third of the total heat

In all, the study estimates that 90 billion additional kilowati hours, (last year the utilities delivered just over 300 billion kilowatt hours), or about half the addi-tional current to be provided in the next ten years, could replace 26 million tons of crude oil and substitute a further 23 million tons, altogether about half of last year's

total imports. The Dresdner Bank study puts the investment required for the estimated 3 million heat pumps alone (last year about only 25,000 pumps were estimated to have been installed) at DM35 billion. Investments in other forms of renewable energy could be as high as DM100 billion by 2000.

is not likely to provide more than 2 percent of total energy needs by 2000.

District heating — which from all sources, including industry, at present supplies only 8 percent of households with heat - could increase its share to a quarter of the total at an estimated cost of almost DM40 billion. Waste-heat utilization on a much broader scale might increase this investment to

Industry Leader Cautious On Hope for Coal Revival

ESSEN — It was only coincidence that the belm of Ruhrkohle AG, West Germany's biggest coal concern, changed hands on Nov. 28, 1973, in the wake of the Yom Kippur War and the first energy crisis. When Karlheinz Bund took over the chairmanship of Ruhrkohle's management board from Hans Helmut Kuhnke, hopes for the ailing coal concern's viability took a dramatic

Assembled five years earlier by nearly a score of coal companies. with a burden of more than 50 aging pits and an unwieldy and also aging 186,000-man labor force. Ruhrkohle had been one of the federal government's major headaches and supplicants for subsidy.

Today, after 71/2 years and a second oil shock, a new era still has not dawned, according to Mr. Bund. "We are living in a transition period between a coal crisis and its renaissance," he says cautiously. He can recall the tremendous resurgence of interest in pro-ducing, refining, converting and otherwise squeezing the most out of coal in 1974-1975, but output still fell and investment, long-term contracts and subsidies still had to be fought for until a couple of

Then came the second oil shock in 1979, bringing West Germany's first balance-of-payments deficit in 14 years, the result partly of escalating import prices for crude oil. The cost and security of energy supplies once again became a orime matter for public concern. giving Mr. Bund his second opportunity to impress the government and the nation as a whole about the importance of making the most out of coal, the country's only major and lasting indigenous source of energy. It was in his dual role as Ruhrkohle chief and president of the West German coal mining association that he could hammer out his basic theme before an international audience at the Munich world energy conference last

It is a relatively simple theme. built on three main pillars. The first — the short-term strategy is the stabilization and subsequent increase of domestic coal output which, because of developments in the world energy market, will "more than ever" help to meet West Germany's own rect

ments. The second - the middle and long-term strategy - aims at the country's involvement in foreign coal resources and in world trade itself to secure the imports energy supplies. The third - to be carried out simultaneously with the others - calls for West Germany's participation in major coal-

refining projects.
Wiry and tense, 56-year-old Karlheinz Bund rose to his present post through the electricity generating industry, first with AEG-Telefunken and later STEAG, Ruhrkohle's big public utility associate. Despite West Germany's oilrelated balance-of-payments headache, which may have contributed largely to the run on the mark earlier this year, Mr. Bund will face

formidable obstacles. For a start, Ruhrkohle's very structure is a damper on ambition, especially as it involves finance. The former coal companies that share the concern's equity include all the major German steelmakers as well as the energy giant VEBA. Although they agreed to forego dividends for 20 years, a commitment which runs u-til 1988, the steel industry itself is in the throes of recession and 1981 is not the best time to seek large private funds for long-term investment. As Bund admits, investment in coal

may bring no short-term rewards. There remains the government which is directly concerned with Ruhrkohle through its large holding in VEBA as well as in the steel concern Salzgitter — another big shareholder. However, the federal government itself is cutting back on public expenditure and several of the major coal gasification and liquefaction projects in which Ruhrkohle is involved are in danger of postponement. These projects include a major one in the United States in which Ruhrkohle is a partner with U.S. and Japanese companies.

The same applies to Mr. Bund's brainchild. Dekolex. (The ear-catching name is designed to paral-Deminex, the governmentbacked organization prospecting for oil throughout the world). Mr. Bund wants Dekolex to prospect for coal in a big way — Ruhrkohle has already tried and burned its fingers in Virginia and has an interest, through participations, in Australian and Canadian deposits.

Ruhrgas – Success in the International Gas Trade Ruhrgas-highligths 1979 Ruhrgas also devotes consid-Ruhrgas AG is one of the largest erable time and energy to the advancement of natural gas technology and is particularly involved in energy conservation projects such as the development of a gas-fuelled

ars companies in Europe, and the largest organization of its kind in the Federal Republic of Germany, purchasing gas on the international energy market for supply to utilities as well as industrial and commercial users within West Germany.

Cooperation with its European pariners characterizes Ruhrgas operations at international level. Ruhrgas and its partners condude long-term contracts with exporters both inside and outside Europe, construct and operate international transmission systems linking almost all countries on the confinent and supply natural gas to a huge market which represents approx. 75% of total energy and natural gas consumption and some 90% of G.N.P. in Western Europe.

Backed by its sound financial position, Ruhrgas dedicates its commercial and technical resources and skills to the security of energy supplies in the Federal Republic of Germany.



gas sendout	408 billion kWh
sales	_ 6,000 million DM
net income for the year	133 million DM
property, plant	
and equipment	2,642 million DM
reserve for depreciation	
of property,	
plant and equipment	1,470 million DM
shareholders' equity	921 million DM
total assets	4,268 million DM
capital expenditures	_ ,
of Ruhrgas AG	
and affiliated companies	620 million DM
length of pipeline system	5,661 km
number of employees	2,885

RUHRGAS AG · Postfach 28 · D-4300 Essen 1 Federal Republic of Germany

Natural Gas is Our Business



Engineering: Key Export Industry Is Faced by Challenges, Competiti

BONN — West Germany's major export branch is having problems. The engineering indus-try expects production to fall this year due to the poor outlook for the domestic economy

With China reviewing its investment plans, uncertain prospects for trade in the Eastern bloc and parts of the Middle East, and increasing Japanese competition, 1981 is unlikely to be a great year in the industry.

The threat from Japan is the greatest worry since competition with Japanese firms sharpened on international markets around the end of the 1970s. Although the industry views the situation as a challenge rather than a threat, restructuring and greater flexibility in approaching export markets will be needed in the future to meet it.

The Germans were not the first to be hit by the Japanese move into European markets. Engineering industries in France and Britain have been under greater threat.
German engineering exports in
1979 outnumbered the Japanese two to one, but the industry does not expect this ratio in the 1980

Mechanical Engineering Is Next

SMS Schloemann-Siemag AG chief Heinrich Weiss, acknowledging that West European manufacturers face aggressive competition from the Japanese, warned that the mechanical engineering sector is probably the next branch that they will attempt to dominate following Between January and September of 1980 West Germany exported engineering sector products worth DM621 million to Japan, down from DM679 million in the comparable period in 1979. Japan, on the other hand, boosted its exports to Germany by over 28 percent to DM852 million.

their successes with automobiles

Japan's technology is recognized as matching the best in Europe in this field and its exporters had a distinct price advantage from the cheap yen exchange rate until the recent weakness of the Deutsche mark began to redress the balance for the Germans. The computercontrolled-machinery sector and office technology are areas where Japan already has a clear lead. while developments in metals production also are reckoned to have outpaced West Germany.

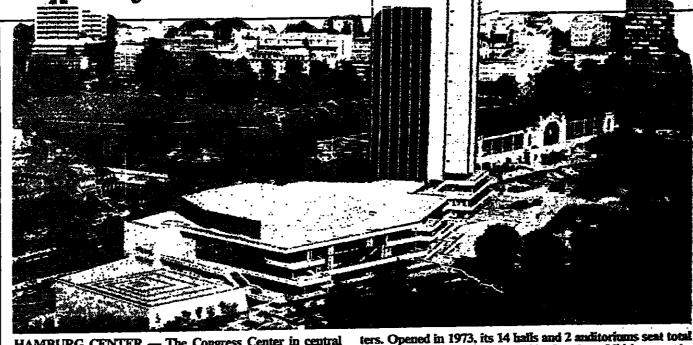
With energetic and flexible sales strategies conducted by the large trading houses rather than the production companies themselves, the Japanese have scored considerable successes. In the machine and tool industry, for example, Japan has managed to push its major com-

kets. Japanese exports of machinery to Europe have concentrated far chiefly on specific narrow sectors, and Japan has only a small share of machinery exports to Europe. It is clear that Japan has consciously neglected this area.

West German engineering industry exports also are rising. Estimates for 1980 levels put exports up 12 percent from 1979 to a total around DM62 billion. But on the gloomy side, imports climbed 16 percent and the export-import relationship between Japan and West Germany is deteriorating senously, the industry has said.

Changing Balance

Between January and September of 1980 West Germany exported engineering sector products worth DM621 million to Japan, down from DM679 million in the competitor, West Germany, into second place in most European mar-the other hand, boosted its exports



HAMBURG CENTER — The Congress Center in central Hamburg is one of Europe's most modern convention cen-

to Germany by over 28 percent to production rise of five percent in

Overall production in West Germany's engineering industry is now expected to fall by at least four percent this year in view of the weak domestic economic situation, but much depends on the results of the current wage round. This compares with an estimated

est rate policies.

The wage round also will be a major factor determining invest-ment levels this year. But whatever the results of the negotiations, investment is generally expected to fall after a nominal five percent rise in 1980. Spending plans in the investment-intensive engineering industry are known to be suffering

from the Bundesbank's high inter-

of 4,500 persons. It is near Hamburg's exhibition center.

The latest industry association figures show sales from January to October last year rose nine percent overall. This included a domestic turnover rise of six percent and a rise in foreign sales of 11 percent Total incoming orders increased three percent from the same period in 1979, with foreign orders climb-ing seven percent while domestic orders fell to two percent.

However, in November the pic ture became gloomier for the industry. The incoming order index dropped 12 percent from October, adjusted for inflation, and turnover fell 10 percent. Domestic or-ders slumped 17 percent and foreign orders by eight percent while domestic sales weakened five percent and sales abroad dropped 15

ening steadily for some months and the decline in foreign orders is of particular note for an industry of such importance for West Ger-many's balance of payments. At

But clearly optimism regarding the outlook has not faded in all areas. Kloeckner-Werke AG, for example, said in December it plans strong expansion of its engineering interests in the next two years. The company will raise sales in this branch to DM2 billion - from DM1,2 billion in the 12 months

the moment, few in the industry

see much sign of improvement.

ended Sept. 30 last year. In fact, despite the imponder-ables which overshadow the industry's results this year, the longer-term outlook need not be viewed too pessimistically. The negative elements include more cautious Chinese expansion plans, the Eastern bloc's concern with balance of payments sing the effects on sales of the

Poland Will Influence These are the proble short-term export order p The industry already has a a drop in its interests in about 25 percent of the p ic-revolution level and it watching events in Poland influence the East's sales Oil price rises will contint serious burden, particular

developed countries. The latter element will I talyst over the next few ; further massive investme dustrial countries as the their aim to cut dependen imports and save ene achieve this, it is expec large amounts of modern ized machinery and plant required and here the W man engineering industry

market of non-oil-produc

But commentators have that the industry cannot re traditional strengths of a tional ability, flexibility ar liability of its products, ! tensive market research, recognition of the struct demands of its export mar greater efforts in marketin needed. Suggestions by a tor managers that enthus the previous drive to ex-waning in parts of Germa try in general will need

proved wrong. Greater cooperation will emerge within the engine dustry in order to supporport effort, some analysis t However, if the branch to adapt, they say, its cha growth this decade will i The problems facing it will appear, but the industry was position — particularly in

port markets -- to meet t

OUR STRENGTH-A BROAD BASE

The VEBA Group is one of Germany's major energy producers. It is at the same time a broadly based industrial and service organization with total sales of more than DM 40 billion and 84,000 employees. The German Federal Republic holds 44% of the equity, the remaining 56% is in the hands of around 800,000 shareholders.

The corporate backbone is electricity, providing power to millions of households and numerous

ELECTRICITY

industrial users. VEBA's petroleum sector ranges from exploration on a global scale and refining to a large network of petrol stations. In the chemical field, VEBA offers a widely diversified range of products.

VEBA is also engaged in worldwide distribution and transportation including freight forwarding and handling, ocean and inland shipping.

For further information please get in touch with VEBA AG, P.O. Box 3003 06, D-4000 Düsseldori 30.

Microelectronics: 2 Compani Advance in Computer Marke

MUNICH—"Microelectronics is becoming a key technology," Siemens's latest annual report declares. "The sensible application of semiconductors to new products and to manufacturing increas-ingly determines competitive ability in the market

The West German electrical and electronic concern and its smaller West German rival Nixdorf have come a long way to challenge the supr in the domestic computer market.

In 1965, IBM was believed to have installed 72 percent of all data-processing systems in West Ger-many, with Siemens's market share as low as five

percent.

Estimates on the current position vary, but there can be no doubt that local rivals have made considerable inroads into IBM's domination of the market.

For example, Diebold Management Report, which puts the total value of computer installations in West Germany at the beginning of 1980 at almost DM40 billion, estimates IBM's share as 38.3 percent (down 3 percent from the previous year), followed by Siemens's 17.3 percent (up 1 percent) and Nixdorf's 7.25

percent (up 0.2 percent).

Honeywell Bull, now largely French-owned, had a market share of more than 5 percent (aside from the

Defining a Computer

The definition of a computer is fairly vague. Siemens's own estimate refers only to "medium to large" computers, claiming for the group a share of 21 percent in the domestic market in 1979, compared

with IBM's 61 percent.

The total value of installations is put by the concern at only DM24 billion, considerably less than the Diebold estimate. Obviously the latter includes the smaller business systems, including terminals that represent a large part of the business won by Nixdorf, the Volkswagenwerk subsidiary Triumph-Adler (8th in the Diebold list) or AEG Telefunken, which is

Microelectronics has certainly contributed to the reshaping of the world's computer market, including

West Germany's, making computer use much cheaper and therefore more widespread.

Klaus Luft, deputy chief executive of Nixdorf, has predicted that as a result of advances in semiconductor technology, systems performance — capacity and speed — would improve five- to ten-fold in less than three years and still be available at the same cost.

Mr. Luft reckons, for example, that bubble memories in 1985 will cost one-tenth of the 1980 price and that by 1984 the number of transistor functions per integrated circuit will double from 100,000 to 200,000 -again costing no more.

The electrical industry association's (ZVEI) own

statistics bear witness to price and performance changes in data processing that stand in dramatic contrast to the inflationary trends in almost every other branch of industry.

They indicate that while last year's value of sales in

data-processing equipment rose by 10 percent over 1979, induvidual prices fell by four percent and again in stark contrast to other industries — the total labor force rose by 10,000.

Moreover, the level of orders at the beginning of this year was only at last year's level, which apart from a statistical quirk, disguises a further hefty decline in prices and a simultaneous rise in the volume

Siemens, which doubled the value of its computer deliveries between 1973 and 1980, has been strengthening its technological base by an exchange of knowhow and products with Fujitsu of Japan (winch last year overtook IBM in the supply of systems in the Japanese home market) and Intel of the United States as well as the recent purchase of a string of smaller U.S. companies in the microelectronics, com-munications and medical electronics sectors.

Its 1980 annual report, published earlier this year,

records the doubling of investment in the U.S. last year to DM269 million from DM132 million in the previous year and the trebling of investment in parti-cipations (DM203 million from DM60m).

According to forecasts, the computer market will show an increasing preponderance of smaller and

cheaper systems.

One such forecast, by Strategic Business Services,

'The market for sma business computers growing even faster than the large-scale data-processing mar Terminals alone sho increase from 800,00 in 1979 to almost 2 million by 1985. ...? age of the computer only begun.'

Inc., of San Jose, California, estimates that the of microcomputers will treble — from 50 stalled units to 160,000 — between 1980 and 1 Their value, in spite of the decline in the individual units, should double to just over \$: on the same period, representing 75 percess business computers sold and 45 percent of the

33,000 Microcomputers

Last year alone, the Californian consultan-33,000 microcomputers were installed in We many, comprising almost two-thirds of all i computers sold.

The report reckons that of the 126,000 cor functioning in West Germany, only 4,000 at units, the rest mini- or micro-computers.

Of all the new systems installed last year (vi. \$450 million) West German companies secure

ger share than the Americans (46 percent as 41 percent), with Enropean companies claim percent and Japanese a mere one percent.

The gap should widen by 1985, with West (concerns capturing fully half the systems mar timated at just over \$1 billion), leaving the U. ing with 40 percent, the Europeans with 7 and the Japanese improving slightly to 3 perce

This forecast should gladden the hearts of the German computer manufacturers, particularly dorf, which in 1979 claimed a 35-percent pene in the market for smaller business systems a DM250,000 per unit).

The scope for opportunities in the small s market may be gauged from a study recently can by Focus Research Systems, a Connectic

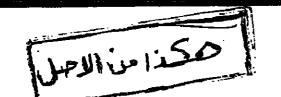
Admittedly based on small businesses in the States, the report shows that more than 81 per the businesses consided had no such system. stalled. If one considers that the United State in the use of data processing systems, the fif should apply with even greater force to West C

The message is underlined by the slackenin nomic growth and tightening competition t that forces West German industry to search f proved efficiency.

One important aid in the search is the cour from complex multipurpose units to office sy process control and testing and measuring

According to Siemens, "The market for small ness computers is growing even faster than the scale data-processing market." Terminals alon concern estimates, should increase from 800,000 to 1970 to 19 1979 to almost Tatiffion by 1985.

The age of the computer has only begun



1X — Page 15S

es. $C_{0\eta_0}$ 31 Shapes Up as Year of Severe Strain on All Fronts for West Germany

id that, finally freed of it baggage of Bavaria's / nellor by default well

why a matter of time," he t recently, "before and the FDP come to us. actical purposes the coaalready petitioned for

eless, there has not only that Chancellor Schmidt, f pique or fatigue, may he towel well before the mark, but the chancellor as indirectly raised the standing for a vote of e if the squabbling does

would happen if he did noly resigned? At present no clear answers that can with certainty.

the SPD, seemingly bent ide, there is certainly a ble faction that genuinely hat the party is in need of ion and regeneration and in achieve both only by the government bench

into opposition. nd determined enough to 4r. Schmidt if he baits th a confidence vote is

acing the Chancellor?

the chancellor just quits,

the filters as

Pt. 20020

We to New York

6

100

ALTERNATION OF THE PARTY OF THE

بارياناك هوه

William I

A Section 1

in the

id replace him? ecently the party's clear ould have been former finister Hans Jochen No-Mr. Vogel was hurriedly nd to West Berlin in Januh up the SPD-FDP coali-: rocked and on the brink al defeat because of a fi-· andal. For the time being

· available. Apel, the defense minister. arded as Mr. Schmidt's arent, is fighting for his life because of fiscal bun-the multipurpose Tornaat is supposed to replace waffe's aging fleet of Star-

the mantle of leadership robably fall on Finance sure, much of this is pure

ion, gist for political ru-ongering, and the sort of nat keeps the multitudes the TV screens for the poanel and disc persistence with which it the theme for columnists he media marketplace is inof the seriousness of the fflicting the government

> of the malaise, of course, ibutable to the usual and ble postelection doldrums vn, otherwise known as a the drudgery of day-to-tics as usual. Once the hurilaration and tense expecif the campaign were over, was bound to look grayer. ere is more at issue.

ne thing, the Bonn cooliis the problem of governmanaging a society whose plenty are definitely over, y facing economic stagna-981, a growing public debt 1g labor unrest. West Gering to tell.

brought Social and Free Democrats together I I years ago now either enacted or shelved indefinitely
due to circumstances beyond their
control, the coalition seems to ther enacted or shelved indefinitely due to circumstances beyond their have lost its sense of purpose other than the humdrum and far-from-inspiring goal of routine administration and simply staying

Even in the pursuit of that goal —if it can be called one — the two partners are discovering that more divides than unites them.

There is first of all the fact that Mr. Genscher's Free Democrats -West Germany's "liberals" - are a strongly free enterprise oriented party. They are liberal in the British and 19th-century capitalist context of the word. Secondly, the Social Democrats, much like Britain's Labor Party, are divided among themselves with a strong left wing for whom the party's mainstream, in particular the prag-matic Schmidt leadership, are too Mr. Genscher, who is also national conservative. Last October's elec-chairman of the FDP, Mr. Schmidt tion, in which the FDP was the does not lead the SDP. Its chaironly real winner, gaining 14 seats man for the last 16 years has been to the SPD's 4, strengthened that — and will continue to be — Willy

tended to be obscured in the years of plenty and by those foreign pol-icy and domestic goals in which and towering prestige of Helmut they did have a common cause, such as Ostpolitik and educational reform, development aid and do-SPD's left wing and Mr. Schmidt's mestic democratization, social wel- critics within the party became fare and liberalization of old, largely 19th-century, laws on di-though the coalition gained 18 vorce, abortion, family relations seats in the election, the intra-parand the judicial and penal systems.

But the big issues have been taken care of. Moreover, the times have changed. So has the power relationship between the two.

With a gain of nearly 3 percent at the polls, compared to the SPD's embarrassing two-tenths of a percent, the FDP became more traditional dog-wagging tail of West German politics. It now controls 53 of the coalition's 271 Bundestag seats. Its popular vote last October was almost 11 percent— its second best showing in West German history. That gave the party not only confidence but po-litical leverage.

This was never more evident than during the long post-election weeks of baggling to put together a compromise government program for the next year or so.

Points of Conflict

The points of conflict between the partners were numerous, ranging from a bill to regulate a labor co-determination in the coal and steel industry to the defense budget, from environmental policies to

the nuclear energy program.

On most of the points Mr. Schmidt and Mr. Genscher as well as the members of their Cabinet seé eve to eve. There is, for example, barely a

the chancellor and the foreign minister regarding future relations with the United States, policy toward the Soviet Union and the Soviet bloc, their assessment of the Soviet military threat to Europe or adherence to the December, 1979, NATO resolution on stationing cruise missiles in Europe while offering negotiations on control to the Kremlin.

ments, and the provincial echelons

of their parties.

In this Mr. Schmidt is at the greatest disadvantage because of the disarray and disaffection with-

From the time he succeeded Willy Brandt as chancellor in the spring of 1974 Mr. Schmidt has been dogged by a persistent prob-lem and has faced a tenacious dilemma. For an ideologically rooted party that finds it difficult to conduct politics without emotion, the Macher — the "doer" — is simply too much of a realist, too much of a manager, too pragmatic. The SPD wants soul. Mr. Schmidt wants results. Power is what each other. counts to him, not passion. Thus, he is still not the party's chancellor, and the SPD is not the chancellor's party, a conundrum exa-

The SPD and FDP were always an odd couple, though the oddities had to face for nearly seven and contradictions between them years, just as the SPD has had to face the fact that it is still in power Schmidt, the facts became harder last October, if only because the stronger and more numerous. ty opposition, if it can be called that, increased from six hard-core

leftists to at least 24. Those opponents are young freshmen deputies with power bases and constituencies of their ken. And they also know that with the coalition's now comfortable than just a junior partner or the margin - compared to the paperthin majority of only six seats with which Mr. Schmidt and Mr. Genscher governed the preceding four years, they can threaten revolt without actually threatening the

Moreover, they are resentful that the more conservative FDP has used its clout and leverage to commit the government to programs and policies of which they

In addition, there is also frustraal developments have robbed the SPD of some of its main tenets and goals. The Soviet intervention in Afghanistan and the Polish crisis have stymied Ostpolitik. The new Reagan administration in the United States will place greater emphasis on defense and military spending both anathema to the rebels. The weakened economy makes it impossible to push for the social reforms dear to them. Rising oil prices and the energy crunch will force the government to pay more than lip service to atomic

power.

The impact of all this in practical day-to-day politics can be devastating at tim

Thus, in late January, a group of 24 SPD deputies produced a reso-lution demanding that DM 1 billion be taken out of the 1981 defense budget and added to the foraid budget - this at a time

But it matters little that Chan-cellor Schmidt and Mr. Genscher agree if their party followings do Tornado jets coming off the as-

The Hamburg city-state party organization and the provincial parliament voted to postpone start of a nuclear power plant at Brokdorf which Hamburg was to build in conjunction with Schleswig-Holstein, a state governed by the Schmidt, who is committed to the nuclear energy program, now finds himself in the embarrassing position of having to side with the op-position on the project, over the objections of his own party.

To speak of the SPD's left is not to speak of a cohesive wing, of course. Within it there are several currents, sometimes at odds with

There is the traditional trade union group, rooted in the industrial Ruhr, which has reacted frantically to the compromise over the coald-steel co- determination act but which tends to support the chancellor on foreign policy while op-posing the FDP on economic is-sues. There is the ecology-minded "green" wing of the left which rgues against nuclear plants and for zero growth. There are the pseudo-Marxists who have still not reconciled themselves to SPD's 1959 Godesberg platform in which the party jettisoned Socialism.

To be sure, speculating on the durability of the SPD-FDP marriage has been a popular pastime in West Germany ever since that marriage was consummated. ... But that marriage seems less stable and safe today, with its substantially larger margin in the Bundestag, than after the 1976 election when it squeaked

Cracking the whip over these tion the fact that his internecine various elements is actually the battles with Chancellor Schmidt, task of Herbert Wehner, the par- Mr. Brandt and other top leaders ty's floor leader. But old age is have tarnished his image in recent starting to tell on him, not to men- months

back into office."

a future, and its leader, Mr. Kohl,

SPD has been rocked by scandal in some of the states where it has been in power for decades, the worst case being West Berlin, where government guarantees on loans to a bankrupt construction contractor sent the administration toppling in January.

هكذا من الأصل

unable to forge a workable coalition between the various groups and instead of integrating them to support the Schmidt-Genscher government both in parliament and at the provincial level, seem to have no other formula than to play

The party's managers have been

them off against each other. Internal dissension, moreover, is not Chancellor Schmidt's only concern. There are other aspects to

One is the rather sudden transformation of the opposition CDU/CSU now that it has rid itself of the encumberance of its un-

popular, self-anointed candidate for the chancellorship, Bavaria's There has been a striking, almost dazzling ebullience on the opposition benches since becoming the opposition more than 11 years ago. The CDU/CSU is again beginning to look like a party with

prematurely relegated to the politi-

cal scrap heap, has regained some of his gloss and appeal.

In part because of this, in par because of the disharmony between the coalition partners, the Christian Democrats now seem bent on breaking up the left-liberal marriage and wooing Mr. Genscher's FDP.

That, Mr. Genscher has emphatically and repeatedly told the party

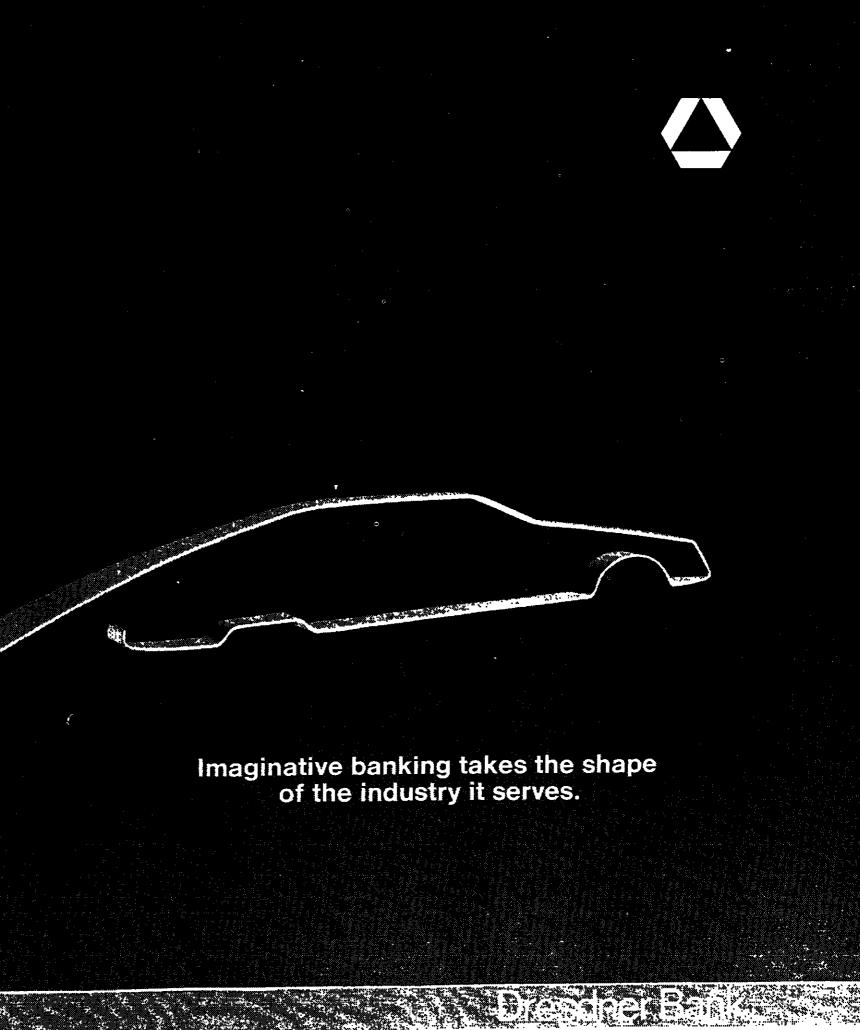
faithful, will not happen. At various party meetings this spring he has been adamant in his commitment to the partnership and the government program for the next four years, interpreting both as mandates from the electorate, which they are. Any threats and challenges to the coalition, he

says "will not come from us." But whether this vow will stand, the tests of time and the strains of practical politics is another ques-

To be sure speculating on the durability of the SPD/FDP marriage has been a popular pastime in West Germany ever since that marriage was consummated, especially in the post-election periods when the terms of their contract

had to be renewed and renegotiat-But, ironic as it may seem, that marriage seems less stable and safe today, with its substantially larger margin in the Bundestag, than after the 1976 election when it squeaked back into office with a

paper-thin margin of only six



Bank with imagination

Dresdner Bank - One of the ten leading banks in the world. edner Berik AG Head Office: 1 Jurgen-Ponto: Platz, 6 Frankfurt / Main, Tel 2631, Tele: 41230, Federal Republic of Germany





The Asia Link: Looking To Pacific Basin Trade

By Barry Dale

FRANKFURT—The Pacific is an area of the world that could live up to its name in troubled times, according to West German banker Hans-Otto Thierbach.

who should know. Mr. Thierbach is chairman of the supervisory board of the Hamburg-based European Asian Bank. and a former member of the board of West Germany's largest finance house, Deutsche Bank AG.

At Deutsche Bank's headquarters in Frankfurt. Mr. Thierbach said: "The Pacific should remain an ocean of peace. I feel I can always sleep easy there."

Fertile Ground for Europe

The Pacific Basin seems one of the least likely areas for a holo-caust even if the United States and Soviet Union remain at loggerheads and the Middle East powder keg is not defused. Europe seems much more in danger. And this part of the world

The advantages for Europeans in building up contacts in this area are evident, and a leading German banker believes that multinational

companies may decide to 'invade' in force.

should be of special interest to West Germany and the rest of Europe. Mr. Thierbach said, since there is every indication that coun-tries in this part of Asia are chary of becoming too dependent on the

United States and Japan.

Mr. Thierbach believes West Germany was relatively late in discovering the potential of the Pacific Basin. Latin America was far more the stamping ground of en-terprising Germans. Some trading firms in Hamburg were in on the China trade at an early stage, but they were the exception rather

European Asian Bank AG ment at that level. The number of staff practically doubled in the first eight years of opera-tion from 377 to 765.

The bank was founded in 1972 with basic capital of 26 million Deutsche marks and total assets of DM240 million. Today these assets have swelled to DM2.85 billion, and the cur-The bank is very cost-conscious, according to Supervisory Board chairman Hans-Otto rent capital of DM126 million is held equally by seven inter-Thierbach, and profits rose national finance houses: more than 45 percent last year. Deutsche Bank AG of Germa-Mr. Thierbach said the initial Amsterdam-Rotterdam ny. Amsterdam-Rotterdam Bank NV of Holland. Creditanbusiness volume of between DM200 million and DM300 million has risen to nearly five stalt Bankverein Vienna, Midland Bank Ltd London, Societe billion at present. Generale Paris. Banca Commerciale Italiana Milan The bank has 11 branch of-

and Societe Generale de fices in southeast Asia, with Banque SA Brussels. Bombay and Colombo opened Credit volume has soared in 1980. It concentrates on from DM132 million in the first year to 2.02 billion in 1979. short- to medium-term trade fi-nancing, and Mr. Thierbach deand interest and commission scribes the bank's activities as a earnings have risen more or less complete "success story". Projconstantly. The bank paid its ects on the stocks include a first dividend at 10 percent in 1975 and has maintained paybranch in Tokyo, and possibly a move into California.

West Germany has now built up its trade to a position among the main suppliers to many countries

West Germany has undeniably taken a cold shower lately where China is concerned, but Mr. Thier-bach says this was inevitable. He had warned from the start about excessive "China euphoria" as reports of potential contracts worth billions of marks came in. Three years ago he said that the Chinese simply could not take out the massive credits needed to finance

Mr. Thierbach feels there must be a ceiling of \$20 billion on Chinese credits. The growth of trade with the People's Republic must progress at a steady and sedate pace, he said.

Less Hustle in China

"There is no real pressure either from within or without for the Chinese to build up their military or industrial capacity," Mr. Thier-bach said. He sees little likelihood of a serious attack being launched against China, because of its size, while the population remains sheltered for the most part from outside influence and is not hustling for a rapid improvement in its standard of living - unlike many European Communist states.

Geographically, Japan is the logical industrialized trading partner for expanding ASEAN (Associa-tion of Southeast Asian Nations) countries, Mr. Thierbach said. But the calculation is not that simple in days when it costs more to transport a Volkswagen to Rome (by

Selected economic Indicators for		ong Kons	,die	andone sit	Lores /	ARIBYS ¹⁰	BHSTET	thill popular	ING TO STATE OF	Set Lanks
developing Asia	Ž,					_			<u>/·</u>	_
Economic growth rate (real)										6.70
1978	10 %	7.2%*	7.2%	11.6%	7.4%	7.0%**	6.5%	8.6%	8.2%	8.7%
1979	12 %	4-4.5%*	6-7%	7.1%	8.1%	5.9%**	5.8%	8.5%	5.8%	6.5%
Increase in exports	l			ł	1				Ì]
1978	16.3%	5.0%*	7.3%	26.5%	13.9%	13.3%**	7 %	14.4%	3 %	17 %
1979	37.4%	5.3%*	35 %	18.5%	23 %	33.6%**	32 %	34.7%	15 %	29 %
Inflation rate					1				ŀ	
1978	6 %	7.8%*	6.7%	14.4%	4.9%	6.9%**	7.6%	4.8%	12.1%	7.9%
1979	11 %	2.2%*	22 %	21.2%	5 %	8.3%**	18.8%	4 %	13 %	14 %
Total reserves minus gold (US\$ millions)				;						
Dec. 1978	n.a.	6,426	2,626	2,764	3.243	408	1,763	5,303***	398	2,010
Sept. 1979	n.a.	7,328 (June)	3,291	2,795	3,964	159	1,996	5,812*** (Aug.)	459	2,113

Data refer to financial year ending March

** Data refer to financial year ending June *** Data include gold holdings

rail) than to Shanghai (by sea). Nor do the Japanese need to concentrate on their immediate neighbors, for the same reason.

They can ship their products cheaply to Europe and America in vessels built at their own yards. However, the Japanese would be among the first to welcome an improvement in living standards in southeast Asia to create a relatively rich market on their own door-

There is every sign, Mr. Thier-bach said, that the Japanese are moving toward more sophisticated products. ASEAN countries can supply the steel for many of these manufactures, and can do so cheaply. The advantages for Europeans in building up and maintaining contacts in this area are evident, and Mr. Thierbach believes multinational companies may de-

cide to move into the area in force. Turning to South Korea, Mr. Thierbach said he has every confi-

Where money is productive

dence that the country will overcome its difficulties. Economically speaking it has an invaluable asset in a labor force that likes to work. Politically he believes North Korea has no interest in attacking and destroying the South. And financially South Korea is, in the German banker's opinion, a very fair credit

Many countries in the Pacific area can be regarded as having a AAA credit rating, Mr. Thierbach feels. Malaysia is one of the world's few countries able to boast a balance of payments surplus, he said. Hong Kong, Singapore, Australia and Indonesia are highly respected, and India is able to raise loans at a mere one-half percent over interbank offered rates. The Philippines is aware of its problems, he said. The IMF sets tough rules, and the Phillippines sticks to

Australia is a natural inclusion this part of the world, despite its obvious linguistic and historical links with the West, Mr. Thierbach feels it is in an outstanding posi-tion as a "European platform in

The Growing Economies of the Pacific Area

Real GNP Increases in 1980

Southeast Asia (overali)	÷5%
Indonesia	÷7%
Malaysia	
Pakistan	+6%
Philippines	+4.7%
Korea	
Sri Lanka	+5,5 %
Australia	+2.5% to 3%
New Zealand	+1%
Hong Kong	+10% to 11%

the Pacific Basin." It does not have the advantage of a cheap labor force, but the country is rich in

Asked if the geography of the Pacific area, with its many widely scattered islands, is a drawback, Mr. Thierbach said it can in fact be a boon to trade, since maritime transport works out much cheaper

than land and air carriage. "These countries do not need to build miles of motorway and railroad. They have the sea, and that requires no upkeep," he said. One small disadvantage is that such areas can at times be hard to govern, as seen from the seces-

sionest movement in Vanuatu, but

the Pacific is a factor linking

rather than separating titles. Mr. Thierbach feels.

Sources: Official statistics and estin

The myestment percent Pacific Bosin is great. growth of investment in the other parts of the world, erbach said in his prognos next 20 years.

The area also has me and gas reserves, which i mout to currency reserves large finds can be expecte ceasts of China.

While all Third World can be expected to remai importers for at least ar years (as was the United \$ til the 1920s) the Pacific should achieve self-sufficiomies quicker than othe less-developed countries. erbach believes.

A study Deutsche Bank this area more than three 'e quoted John M. Hay, act secretary of state, who Mediterranean was the the past, the Atlantic the the present and the Pi ocean of the future.

Productivity in international finance. Landesbank Stuttgart is head-quartered in the heart of Baden-Wurtfinancial requirements of a growing international clientele temberg, one of West Germany's most Landesbank Stuttoart is a government-backed regional bank authorized achievements such as the Stuttgart to issue own bearer bonds. We are television tower, the first of its kind in twork, and act as liquidity manager Productivity is the cornerstone of for the Sparkassen of Württemberg. For a banking partner whose first our banking philosophy. It has made us one of southern Germany's leading priority is productivity, just contact banks, with a comprehensive range Landesbank Stuttgart of commercial and investment banking facilities and assets of about DM 25 Stuttgart Head Office autenschlagerstr. 2, D-7000 Stuttgart lephone: (711) 2049-0, Tx.: 72519-38 Combining domestic strength with presence in the key Euromarket cen-

72 Basinghall St., London EC2V 5AJ

Tel.: 01-6068651, Tx.: 8814275 LBS LON

Landesbank Stuttgart International S.A. 1, Place d'Armes, Tel.: 41884, Tx.: 3551

_andesbank

Stuttgart 🥃

Luxembourg Subsidiary

How to talk business in Germany.

The German economy owes its enterprise and vitality to the countless activities and campaigns in which both experienced top managers and young, up-and-coming executives, both owners of businesses and every single member of the company rank and file all play an essential part.

Bearing this differentiated market in mind, Gruner + Jahr has put two magazines at the disposal of its clients, each angled to meet the needs of two specific business target groups.

CAPITAL is the most influential of all the German business magazines and the biggest in Europe. Every month it equips its readers with sound information ranging over a wide variety of business areas. On what's to be expected on the economic policy front. On how to evaluate Stock Exchange trends. On how to run a business. On how managers can find their way to the top.

IMPULSE, the new business magazine, is focused exclusively on the interests of the many medium-sized businesses that account for half of the country's domestic production. It offers owners of

businesses concrete know-how on the running of one's own company; information on market opportunities, new products and technologies; answers legal, fiscal and financial questions; suggests when and where a computer might come in handy; and gives tips on how to run a personnel department successfully and on how to register patents.

Thanks to CAPITAL and IMPULSE. your advertising in the German market will attract the attention of particularly important target groups. In fact, if you want to talk business with Germans in Germany, you just can't afford to overlook these two magazines.

Further details obtainable from Henry G. Meyer-Oertel, Gruner + Jahr International, 60 East 56th Street, New York, NY. 10022, Tel. (212) 753-6190.



Communication in Germany Gruner + Jahr AG & Co, Druck- und Verlagshaus, Postfach 30 20 40, 2000 Hamburg 36; West Germany

حكذا من الاصل

ters of Europe, Landesbank Stuttgart

is a reliable partner in international

finance. With a full-service branch in London and a wholly-owned subsidi-

ary in Luxembourg, we have the capa-

bilities and flexibility to meet the



ist-West Trade: A Warning Against Using It as Tool for Political Ends

ned against overestimat-fulness of trade with the political lever," Otto Amerongen said.

off is the head of Orto 1 a family-owned steel, hinery and trading conwith 30,000 employees. s president of the West hamber of industry and

liff ought to know what ng about. For more than of a century he has been Bonn's "secret minister /est trade," a title given 1955 when he was named of the embryonic East z of the German Econonati-governmental group d and empowered to act immunist countries with st Germany had no formatic ties at the time. Wolff was one of the

of trade with the Soviet I World War II, a role less passed on to him by ess passed on the whose d been virtually synony-h the industrialization of se Soviet Union and the n the 1920s.

> ng. "East-West trade." he mnot be viewed as a light) be turned on or off in ce with the international climate. History has that boycotts and embaromplish virtually nothing usuit of diplomatic and objectives.'

> olif's position is certainly but there is a new urgenwarnings these days — a 1 of West German indusving concern over the genrioration in East-West reand has been accompanied nting pressure, especially ashington, to exercise res on the Soviet bloc. an with the Soviet inter-

Much of the pressure has been indirect and subtle, coming less in the form of restrictions by "Cocom" (the Paris-based NATO Jy Mr. Wolff reiterated Coordinating Committee on Ex-port Controls), than as innuendoes and veiled diplomatic hints. But it has added perceptibly to the uneasiness over trade with the East, in particular because that trade has been in the doldrums for the past three years due to the bloc's spiral-

> tinuing insistance on unprofitable compensation, counter-purchase, buy-back and barter deals. The bonanza of East-West trade has been over for some time. What worries West German business

East-West trade cannot be

viewed as a light switch to be

turned on or off in accordance

with the international political

climate. History has taught us

that boycotts and embargoes

accomplish virtually nothing in

Otto Wolff von Amerongen

the pursuit of diplomatic and

political objectives.'

crimped by political developments. At that, West Germany still has in with the Soviet inter- the lion's share of it. It remains the gets oil, natural gas, and a variety in Afghanistan and largest single Western trading of raw materials. From the

partner of all Eastern European reached new heights with the Pol-ish crisis that began last summer. countries and the Soviet Union.' Last year it accounted for 25 percent of the Comecon area's total

trade with the West. Whereas Soviet foreign trade largely in the form of energy and raw materials exports - increased by 18 percent during the first nine months of 1980, trade with West Germany rose by 32 percent.

Two-way West German trade with all Communist countries, including Yugoslavia, China and ing indebtedness, stagnating econ-omies, import restrictions and con-East Germany (with which trade is categorized as "intra-German"), amounted to almost DM55 billion last year. It is a staggering figure. More than any other industrialized country, West Germany acts as supplier of sophisticated machinery, turn-key factories, computers and electronic gadgetry, modern steel and chemical plants to the Communist world. In exchange it

riched uranium, 27 percent of its molybdium, 23 percent of its ferro-chrome and 17 percent of its phos-Geography Is a Key

History, tradition and geogra-phy have much to do with it. Russia and the lands of Eastern Europe have been a chief market for the Germans for centuries, notwithstanding changes of rulers, re-volutions, ideological differences and an occasional war.

As early as 1853, for example, the Siemens Corp. began building the Imperial Russian Telegraph Line from St. Petersburg to Odes-sa. By 1855 Siemens had a sprawling branch plant with several hundred employees in Russia. Otto Wolff Sr., known among

ogne as "Old Ironsides," scandal-ized his business cronies by dealing with the Bolsheviks as far back as 1920 when he founded a German-Russian trading company that had branches in Petrograd, Kharkov, Rostov, Kiev and Odes-

In 1938, the last year of peace before the start of World War II, German trade with the Soviet Union and the countries that now constitute the Communist bloc accounted for 18 percent of the Third Reich's total.

Although no longer as high, the proportion remains substantial -about 9 percent if one includes China and Yugoslavia, 6 percent when limited to Comecon. For some branches of industry it is not only substantially more, but cru-

Heavy Trade Total

Fried. Krupp G.m.b.H. of Essen, for example, makes no secret of the fact that sales to the East acount for 30 percent of its business in heavy engineering, industri-al installations and turn-key factories such as chemical, steel and coal gasification plants.

Trade with Comecon represents 16 percent of the total turnover domestic and foreign — in the ma-chine-tool industry and 19 percent in the heavy engineering field. In

Union alone, and preliminary esti-mates were that in 1980 sales to the U.S.S.R. in that sector rose by

20 percent. Machines, electrotechnical products, optical goods, vehicles and ships make up 42 percent of West German exports to the Soviet Un-

To be sure, in recent years there have been numerous dampeners on this trade and it has been hit by imponderables. Not the least of these has been the Communist world's rising indebtedness and the fact that West German banks as well as the Bonn government are among the major creditors.

Of Poland's estimated \$24-billion debt at the end of 1980. 17 percent was owed to the West German government and West German banks. In fact, West Germanv's total share of the estimated \$70 billion-Comecon debt is judged to be around \$18 billion.

Imbalance with the East

Thus in 1980, exports to the Comecon countries, excluding East Germany, rose by only 3 per-cent whereas West German imports from those countries increased by 8.5 percent. Both figures were well below the overall increase in West German imports

The only exception to the trend was in trade with the Soviet Union itself, where Bonn's exports rose by 20 percent while imports from the U.S.S.R. did not increase at all. Trade with East Germany also was an exception, with West Ger-man exports to the G.D.R. increas-

ing 15.4 percent to DM5.8 billion and G.D.R. exports to West Germany going up by a startling 22.2 percent to the same figure, DM5.8 billion. It was the first time in many years.that trade between the two was in balance.

Another inhibiting factor, at

least during the past year, has been the worsening political climate. Bonn's government was the one that objected most strenuously when the Carter administration sought to expand the Cocom list of potentially strategic goods and technology a year ago, and it prob-

U.S.S.R., for example, West German engineermany receives 43 percent of its enline worth of goods to the Soviet line with the East.

The likelihood of sanctions in the event of Soviet intervention in West Germany at the beginning of the year. Erwin Schlosser, executive secretary of the Machine Tool Manufacturer's Association in Frankfurt, expressed doubts that it rould be possible to get all Western countries to pull together, say-ing that even if they did the effect of an embargo would still be negligible. "We know what happens in the field of arms exports," he said.

Otto Wolff cautioned that the Soviet Union is potentially selfsufficient and is not going to allow economic considerations to influence its political decisions.

On the other hand, most West German industrialists admit that the Soviet Union and other East European countries depend to a great degree on the import of high quality technological products from the West — much more so than a superficial look at the overall trade figures indicates.

Deutsche Babcock A.G. of Oberhausen, which supplies equipment used in the construction of power stations, especially nuclear plants. Without its installations, or similar products from other countries, the Soviet Union's atomic energy program would be in considcrable difficulty.

Necessities for the East

One company specializing in production of engines that are produced under license in the Soviet Union and Czechoslovakia maintains that production would grind to a halt without the special alloys and gaskets the company supplies. The plastics plants which Western firms have installed in the Soviet Union and Eastern Europe would virtually have to stop production if the West were to cut off supplies of softeners. Agriculture in Eastern Europe would be in far worse straits without the insecticides provided by West Germany and other Western countries.

Yet, dependency works both ways and puts into focus the most controversial deal presently being

This is the pipes-for-gas project which, at \$10 billion, would also be the biggest ever negotiated with the Soviet Union. Though France. Belgium, Holland, Italy, Australia and possibly even Switzerland also would be beneficiaries. West Germany would be getting the lion's share of the natural gas from Yamal peninsula in Western Siber-

هكذا من الأصل

line for the gas.

Some 30 West German banks. led by Deutsche Bank, the consortium manager, are being asked to

ia, and West German firms - notably Mannesmann and AEG-Telefunken — would have the ma-

jor part in constructing the pipe-

provide approximately half the fi-nancing — DM10 billion. The deal has been discussed for nearly a year and Mannesmann A.G. has already submitted a project study. In all likelihood an agreement will be signed some time this summer, though the project has been beset by numerous problems — financial and po-

Payment in Natural Gas

In essence, it calls for construction of a 5,500-kilometer-long pipeline to Western Europe for hich the Soviets would pay with 40 billion cubic meters of natural gas annually starting in 1985 or 1986. Mannesmann, which provid-ed 2.4 million tons of large-diameter pipes for gas and oil pipelines in 1970 and 1972, would supply

AEG-Telefunken and Salzgitter AG would head the consortium for construction of the approximately 40 compressor stations. West Germany would receive ap-proximately 12 billion of the 40 billion cubic meters of gas each

Until last January the negotiations had been bogged down pri-marily by commercial and financial problems. The Soviets want to charge the highest possible rate for the gas while paying the lowest possible price for the pipes. Con-currently they are demanding cred-its for the project at below-market-

But then politics entered the situation, in the form of Reagan ad-ministration efforts to block the deal on grounds that it would

dependent on Soviet natural gas.

That argument has been taken up in West Germany, too, which already obtains 17 percent of its natural gas and five percent of its imported energy supplies from the U.S.S.R. The project would raise West German dependency on So-

viet gas to almost 30 percent.
This, according to Klaus Liesen, general manager of Ruhrgas A.G.. the consortium member that would be importing the gas, is nowhere near to being a "critical mass." Most of the users, he says, are not private individuals heating and cooking with gas but industrial customers equipped to switch to oil or coal immediately if Soviet deliveries were cut off for political reasons or, as happened last winter, because of technical difficul-ties and a higher demand for gas in the U.S.S.R. itself.

Mr. Liesen has been seconded by Economics Minister Otto Lambsdorff, who recently denied that Bonn has come under pressure from Washington because of the deal.

Those who favor the project argue that the Soviet Union also is dependent on it. Moscow's own energy program, they argue, would stagnate without the West German equipment and technology, and the gas with which it intends to pay for the pipeline is only part of the tappable energy in Siberia. Moreover, the Soviet Union will want to keep up deliveries because of the hard currency they will earn.
Guenter Mausbach of Guenter Mausbach Mannesmann AG's managing board has estimated that some 2,500 jobs may depend on the deal, and AEG's chairman Heinz Duerr has made no secret of the fact that it is vital to his ailing company and would stave off the threatened shutdown of the firm's compressor

plant in Essen. The deal probably will be concluded later this year. If anything can stop it, it would be balking by bankers who refuse to make concessions on the interest rates that would cost them millions.

Despite problems and the end of the bonanza days. West Germany's mammoth trade with Comecon is certain to continue.

Variety of Regional Policies

 N — Regional policies in st Germany have a someferent emphasis than those other Western democrahile the attraction of foroyment are significant facual importance, particularreas which at present are boast of a high standard of

igency responsible for reievelopment may vary from state. In some, including West Berlin and North-Gemawashility for funding arch; in others, such as saxony and Bavaria, the lo-

momics ministry retains

responsibility. All must 1 to certain ground rules vn at federal level: these inne size of grants and loans nay range from 8 percent of il sum invested to 25 perest Berlin, due to its isolation, has special status). e are however, other forms hich depend on the discrethe state or municipal aus and may vary according

desirability of the invest-any particular location the ty may wish to promote. nclude loans at favorable rates from the Kreditaner Wiederaufbau — a federked bank administering gional and overseas aid; incharge contributions and marantees; accelerated deon of newly-acquired assets

ole for straight financial aid "action areas." There are ese spread across the counoo many, according to some — involving 60 percent of Jermany's land area and nan 30 percent of the popu-They include areas with itial future labor resources 3 parts of Schleswig-Holthe Ems-Osnabureck and ter areas in Westphalia, of Hesse, the whole of Saarast Bavaria, parts of BadenGermany and Czechoslovakia as pronounced than in states which well as Saarland which borders on have a larger quota of action areas. France. They include districts with cheap imports (textiles, leatherware) from the Far East and some more recently, consumer electronics such as small TV and radio

Such weaknesses also are reflected in the infrastructure of action areas, in social, educational and recreational provisions and communications as well as in the generally lower income levels and higher unemployment.

Important agents of regional development are the state banks whose functions include advising the authorities on funding development and, at times, arranging the funding. The regional promotion groups which occasionally descend on foreign capitals and the more important industrial and financial centers in search of new invest-ment, usually include top representatives from the state banks.

A problem the states, apart from the cities of Hamburg, Bremen and West Berlin, are having to face is the uneven level of development within state boundaries. Hesse, for example, has some of the most under-developed areas in the country by West German standards, yet it also includes the international financial and communications cen-ter of Frankfurt. So for Karlheinz Zahn, manager of the Lan-desentwicklungsund Treu-handgesellschaft (HLT), the over-all task is to promote the state as a whole, emphasizing services available — one of which is their link with Frankfurt. This argument, in-cidentally, is being used against emigration from the less-developed

Like Hesse, North-Rhine Westphalia has its own development organization. Like Hesse, too, it has in Duesseldorf a major financial, commercial and communications

The action areas cover the bor- center. But the development auder regions, particularly those hav- thority's bias toward encouraging ing a common frontier with West structural change is much more

structural weaknesses, including the Ruhr are in the throes of fun-some affected by the influx of damental change: the terrile industries of Krefeld and Muenster have been among the most hard-hit by foreign imports. Diversification is consequently in the forefront of the development authority's thoughts. "Internal structural sets, record players, hi-fi equip-ment and calculators. change is as much an objective of our strategy as the attraction of international investment," sums up Achim Rohde, general administra-tor of the Rhie-Ruhr district.

In states like Lower Saxony o Bavaria, the state ministries for economics and transport are pushing vigorously for new investment. For Lower Saxony the deepwater port of Wilhelmshaven is a point of attraction; Bavaria has the fastdeveloping concentration of electronics companies in and around

Others are using their geographical location and already existing concentrations of certain foreign enterprises as a magnet. The international airport at Frankfurt, the ports of Hamburg and Bremen are obvious examples; border states are using their strategic location to countries. Scandinavians often favor Schleswig Holstein and Ham-burg, the French Saarland and the Rhine region; the Dutch like the western districts of North-Rhine

Westphalia.
The Japanese preference for Dusseldorf, on the other hand, may have something to do with the tradition of forming national enclaves in foreign lands, even in the business sphere. business sphere. West Berlin, too, has its own de

velopment authority. It is headed former Ford executive Robert Layton, who has at his disposal a formidable array of incentives not available in other states for the po-tential investor, including a range of federal tax concessions. A major goal of West Berlin's development strategy is to halt the population drain. The divided city is in many

Europartners can help you worldwide.



Rapid and efficient interventions can be made on foreign markets thanks to the pooling of their services and resources, their solid experience and their worldwide presence.

The Europartners offer you 10 years experience in promoting international

Consult the Europartners for your next operation.



BANCO DI ROMA-BANCO HISPANO AMERICANO-COMMERZBANK-CREDIT LYONNAIS

anking: A Consolidation Period

em" of country risk can be to seem larger than it is. Wolfgang Jahn, a member management board and of international activities, ven Brazil's foreign debt is problem when considered at its gross national product. ather a question of its bal-

Continued from Page 7S)

Engelbert Dicken of Comank added that "Brazil has bly used its foreign debt betm anyone else in the area." intry risk is by no means the actor involved in the banks' ng reserve in international

nst the anticipation of international bankers, the margins have not widened 1979, and many West Gerbanks have simply stayed

: margins, a surcharge above on interbank offered rates, or taking any part in such floating not go too far to ease strain on

Some of the best borrowers, such as Sweden or Belgium - who took out debt under their own names — have rarely paid more than three eighths of a percent over the interbank rate, and some loans have recently been granted with margins of only one-quarter

Theodor Simon, head of international operations for Landesbank Rheinland-Piels, said that only with rare exception could be afford to participate in such loans for less than three-fourths percent.

Although banks can increase their return by helping place part of the credit, even the big West German banks have found the current squeeze on margins difficult

Mr. Guth of Deutsche Bank said the big banks have the advantage of occasionally raising funds from oil-producing countries at less than

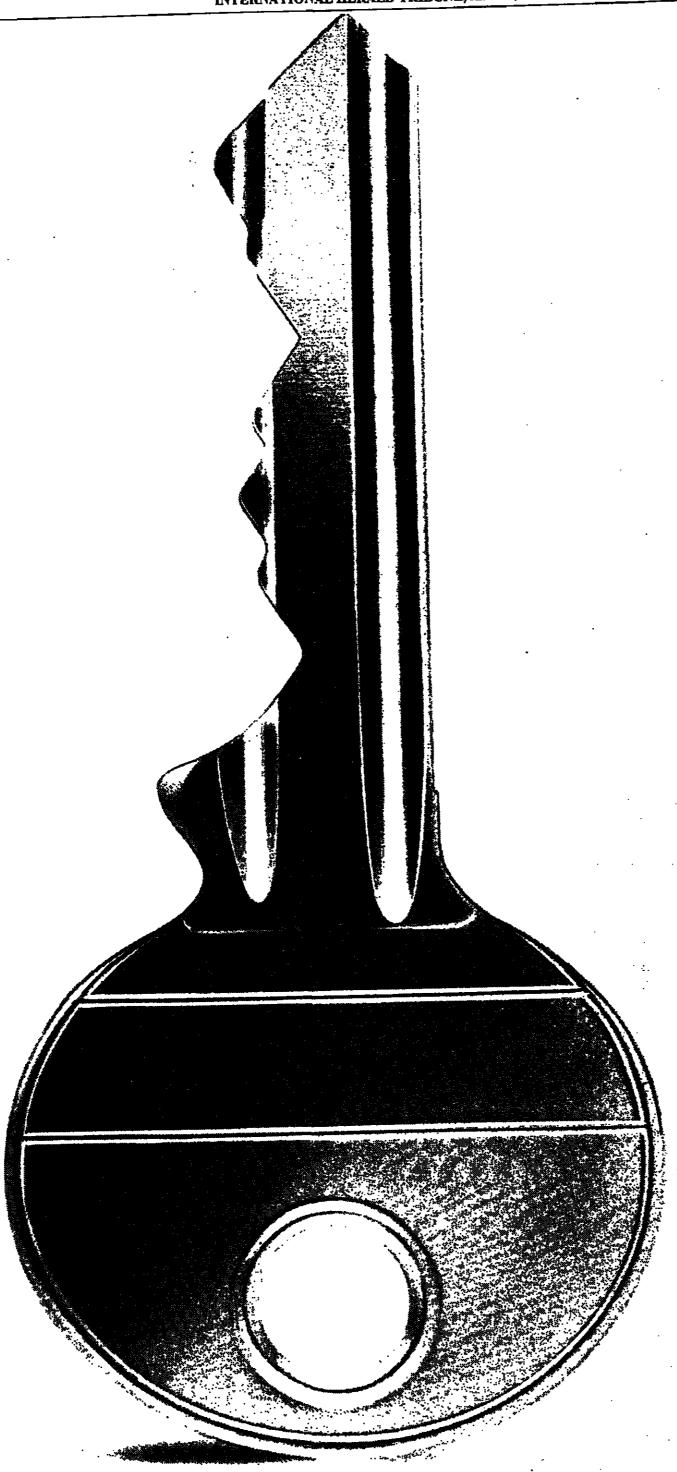
prevent many smaller banks from the interbank rate, but this does

A further constraint on international lending is the likelihood that the West German government will this year adopt legislation requiring all West German banks to consolidate results of their banking

Current capital requirements that apply for the parent bank's lending would then be set against all lending. One estimate indicated that West German banks would face the prospect of having to re-duce their lending by a total of

DM60 billion. Mr. Dicken of Commerzbank said the banking community as a whole accepts that this consolidation should occur, though details will need to be worked out.

In anticipation of the new rul ing, however, Commerzbank, like other banks, has begun reducing some aspects of its international



Turnkey.

The efficient use of available natural resources and the systematic development of manufacturing industries around the world constitute a major challenge to modern technology.

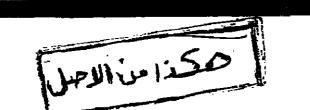
Krupp, one of West Germany's leading industrial groups with worldwide sales in 1980 of DM 15.6 billion and more than 85,000 employees, is in the forefront of technological advances across a broad spectrum of specialized industries. The Group's diversified activities range from plantmaking, steelmaking and mechanical engineering to shipbuilding, trading and services.

For example, Krupp engineers plan, design and construct turnkey plants for world markets: steel works, cement factories, coal conversion plants, water treatment plants, food processing plants, sugar mills, metal and plastic processing plants and many other complex installations requiring vast technical capabilities, know-how and experience.

ABBD



Fried. Krupp GmbH \cdot Altendorfer Strasse 103 \cdot P.O. Box 10 22 52 \cdot 4300 Essen 1 \cdot West Germany



A. Manufu

parille de la company de la co

SINESS NEWS BRIEFS Fluor Plans **Merger Bid**

ervais to Sell Glass Units to Asahi

— BSN-Gervais-Danone, the Prench food and packaging d Tuesday it will sell 80 percent of its Belgian subsidiary Gla-80 percent of its Dutch unit Glasfabrick de Maas to Asahi of Japan for about 290 million French francs (\$58 million). o subsidiaries, employing 5,000 workers, had combined 1980 of 10 billion Belgian francs (\$286 million). Glaverbel's net loss as 348 million Belgian francs and de Maas also posted a loss spokesman said the figure is not available.

BSN agreed to sell both companies to Pilkington Brothers of ut the deal did not go through for technical reasons. BSN sold terman glassmaking unit, Flachglas, to Pilkington in June last retains one sheet glass subsidiary, Boussois of France.

nit Adam Opel Records Early '81 Loss AP-Daw Jones

EISHEIM, West Germany — Adam Opel, the West German eneral Motors, posted losses in the first months of 1981, mand chairman Robert Stempel said Monday. ampel said that despite the unprofitable start for 1981, Opel o increase auto production by 10 percent to 837,000 units from

sel chief also announced that the company planned to increase les to 444,000 autos from 410,000 in 1980, while domestic sales pain little changed at 403,000 units. The goal, Mr. Stempel said, gain a West German market share of 20 percent, compared to it share of 16 percent. Later an Opel spokesman indicated that cent share was not a target for this year.

ays Plans \$125 Million U.S. Note Issue

ON — Barclays Bank has filed a registration statement with the mities and Exchange Commission for a proposed public debt-125 million of guaranteed notes due 2006, a bank spokeswoman

the first public offering by Barclays in the United States and will be used for the development and expansion of the business relays group, she said.

tes will be issued by a U.S. subsidary Barclays North American orp., and will be guaranteed by Barclays Bank. An application nade to list the notes on the New York Stock Exchange. Goldis will manage the underwriting group and it is expected the will be made in late April or early May. A sinking fund will percent of the issue prior to maturity.

Sees Commercial Vehicle Sales Rising Renters -

— Maschinenfabrik Augsburg-Nuernberg sees its commercial livision achieving its goal of increasing sales by 16 percent to 1 Deutsche marks in the year to June 30, a company spokesman vision expects to boost vehicle deliveries by 10 to 12 percent

ear ago. Foreign sales are expected to rise by over 20 percent nestic sales should fall about 10 percent, he said. nmercial vehicles division accounted for 3.17 billion DM of .81 billion DM turnover in 1979-80. MAN is 75-percent owned offnungshuette, the industrial and transportation company.

Dissolves Hong Kong Unit After Loss

J — Nissho-Iwai, the Japanese trading house, said Tuesday it lve its wholly-owned subsidiary, Nissho-Iwai (Hong Kong), be-losses equivalent to 16 billion yen (\$75 million) arising from

trent company will establish a new company in Hong kong ay to take over the functions of the dissolved company.

oort Financing Cutback sets U.S. Manufacturers

of that work will go overseas un-

less the Ex-Im Bank lifts its mora-

To attract some of the work, the

Canadian government is offering

below-market financing. Canada

might get a Ford order for ma-

chines to produce cylinder heads.

The political debate over the Ex-

Im bank has produced some curi-

ous alliances. President Reagan,

for example, finds himself on the same side of the issue as Sen. Wil-liam Proximire, the Wisconsin

Democrat who has characterized

the loan program as "overwhelmingly for the benefit of the biggest, most prosperous, most profitable

On the other side are liberal la-

bor unions and such Republicans

as Sen. Jake Gam of Utah, chair-

man of the banking committee, and Sen. John Heinz of Pennsylva-

Last week, Sen. Heinz intro-duced legislation to create a \$1 bil-

lion "contingency fund" for matching what he calls "predato-ry" credit offers by the French and

by other foreign competitors.

The bank's defenders concede

that the bulk of low-rate financing has gone to big corporations. But they argue that other governments subsidize financing for airplanes

and heavy-construction projects. Besides, they say, smaller U.S. companies benefit from Ex-Im

Bank loans through subcontracts.

Last year, Ex-Im bank loans helped support about \$3 billion of the \$5 billion in jetliner export sales by Boeing, the country's leading exporter. T.A. Wilson, Boeing that the the state of the sales by Boeing are exported.

ing's chief executive, says that without low-rate loans from the

Ex-Im bank, the company would

certainly lose future export sales to

the increasingly competitive Airbus Industrie; a European con-cern owned by the governments of

France, West Germany and Brit-

congressional skirmish over Ex-Im

Bank financing. The Senate budget committee restored about a third

of the funds the president wanted

cut. But weeks and pechaps months of uncertainty are expect-

ed before the bank will know how

Thai Gulf Gas Is Put

At 11 Trillion Feet

BANGKOK - Thailand has prov

en deposits of natural gas in the

Gulf of Thailand of more than 11

trillion cubic feet, an official of the

five were found by Union Oil Co. of Thailand, a wholly owned subsi-

diary of Union Oil of California with reserves of more than 6 tril-

lion cubic feet and two by Texas Pacific with reserves of 5.5 trillion

much money it has to lend.

The administration lost its first

corporations in this country."

INGTON — U.S. manu say Reagan administraaints on export financine ng them at a disadvantage 1 markets

icus of their alarm is the mport Bank, a target of ration budget-cutters that rarily leaderless because in approving a new chairthe time being, the bank sed making commitments nterest export loans. mary, the administration

slashing the lending an-the Ex-Im Bank, arguing cheap credit has gone
on a few big corporations
of need it. The bank's dehowever, insist that the ıld constitute unilateral rmament in an interna-dit war with France, Jaother industrial nations. ilt, however, has had a ffect on U.S. manufactur-

ess abroad. ghouse Electric and Genric say they both could be from a \$140 million con-build steam turbines for h Korean unclear plants. onse also says it could ntract to build two nucle-ting plants for Taiwan, a s would provide work to mericans for a year.

ition, the restraints could nouse to refrain from stinghouse to refrain from an a \$14.5 million powerner project for its own ania works, company offi-Instead, the job may be r a subsidiary in Spain. ss & Trecker unit says it is \$20 million of machinek from Michigan to Britise of financing factors. nit, which makes sophisti-

oduction-line equipment auto industry, last week an order from Ford Molexico for \$20 million of ut for making engine a new factory Ford plans ahua. The company has Britain, West Germany rigan and says it would be ident to build the equip-Michigan because of rela-tionity to Mexico and beis already building some

ble equipment there.
e U.K. government is offinance the project at aterms — 73 percent annu-it — if the work is done in With the Ex-Im Bank um on loans, there is no ive U.S. financing availe company guesses that a 11-to-13 percent would be : to keep the project in is seeking Ex-Im Bank

staling \$250 million to purchases of U.S. equip-the Chihushua plant To estruction schedules, about hon in orders must be: y the end of April, the says. John Sciciuna, a

Offer of \$60 a Share Seen for 45% Stake From Agency Dispatches NEW YORK — Fluor Corp. said it agreed to offer \$60 a share cash for 45 percent of the common

For St. Joe

stock of St. Joe Minerals Corp., which has been fighting a \$2 bil-lion takeover bid by Joseph Seagram & Sons.

Fluor will follow the initial bid with a tax-free merger, St. Joe said. In the merger, 1.2 Fluor shares would be exchanged for each St. Joe share remaining after the cash tender offer, St. Joe said.

St. Joe said the agreement pro-vides that Fluor will start its cash offer as soon as possible but no later than April 6.

Following that, special meetings of stockholders of both companies will be held to approve the merger, St. Joe said. It said special meet-ings of both boards will be held on or before April 5 to approve the merger and authorize execution of

a definitive agreement.

St. Joe said the agreement with
Fluor has been submitted to federal district court in New York in accordance with a temporary restraining order issued on March 25 in connection with litigation between St. Joe and Seagram.
On March 11, Seagram as

nounced a conditional \$45-a-share offer for St. Joe. St. Joe said Lehman Brothers Kuhu Loeb will be dealer-manager

for the Fluor cash tender offer.

The Seagram battle for St. Joe has seen intensive legal maneuvering on both sides. Monday, gram insiders said they may take legal action to challenge a St. Joe plan to sell its Canadian oil and gas properties.

Sulpetro of Canada Ltd. had announced in Calgary, Alberta, that it had offered to buy St. Joe's 92-percent interest in CanDel Oil Ltd. for \$460 million and that St. Joe had accepted the offer, subject to court approval. St. Joe's directors are understood to have approved the transaction last Friday if Sul-petro is able to get financing. Sulpetro, which has assets of only \$197.5 million, did not say how it would finance the purchase. The \$460 million price was said to be the highest of seven offers that were received St. Joe.

It was not immediately known whether the Sulpetro deal would

Seagram's was said to be plan-Joe has accepted from Sulpetro is too low. Apparently, the legal at-tack would be based largely on an day by Texaco Inc. of a possibly major oil find in the North Sea.

Confusion in Market

St. Joe and CanDel have significant interests in offshore properties next to Texaco's. Even before the new Texaco find, St. Joe had estimated the value of its CanDel investment at no less than \$500

Confusion arose in the stock market last Tuesday when St. Joe's directors authorized the company. to buy back 2 million shares at \$60 a share, totaling \$120 million in cash. The board also approved a swap of a new preferred stock for an additional 5 million shares. St. Joe said that if it could sell Can-Del, it might buy 8 million addinia. Both are urging the president to approve a \$1 billion increase in Ex-Im Bank funds. tional shares and perhaps swap preferred stock for an additional 3

Deutsche Bank Sets Dividend Increase

By John Tagliabue
New York Times Service

BONN — Deutsche Bank, West Germany's biggest commercial bank, announced Tuesday that it will propose to shareholders an increase of its annual dividend for 1980 to 10 Deutsche marks from 9 DM the year earlier. The bank said the dividend increase was a result of a 28 percent

rise in gross operating profits, compared with 1979. The increase is starting in a year West German bankers have described as the worst banking year in the postwar era.

The bank said most of the earnings increase would be relegated

to the bank's taxable declared reserves. The bank also announced a rights issue of 10 to one. The new issue of shares will have dividend rights as of April 1, 1981. The capital increase is evidently a move to prepare for what is expected to be a difficult year with a marked slowdown in earnings

Competition's Poor Showing

Deutsche Bank is the only one of West Germany's three biggest commercial banks to pay an increased dividend, and its performance contrasts sharply with that of its two nearest competitors. Dresdner Bank announced its operating earnings declined more than 30 percent last year, with a dividend cut expected for the year. Commerzbank omitted payment of a dividend for 1980, the first time it did not pay an annual dividend since World War II.

Banking analysts say Deutsche Bank, unlike its major competitors, apparently foresaw an extended period of unusually high interest rates, and thus avoided accumulating large holdings of fixed-income securities.

Dresdner and Commerzbank expanded their credit volume in the late 1970s by offering attractive long-term, fixed-interest credits, refinanced at then-prevailing low interest rates. But the high interest phase that began in 1980 badly hurt Dresdner and Commerzbank, while Deutsche Bank's more conservative policies assured it continued high earnings.

Western Bankers Extend Talks on Poland's Debt

where."

LONDON — Talks concerning Poland's debt to Western banks will be continued for a second day Wednesday, a statement issued by the 40 banks attending Tuesday's eeting here said,

Tuesday's meeting was the first between Western banks and Bank Handlowy, Poland's state foreign trade bank, since March 5, when a formal request for rescheduling \$3.1 billion of 1981 commercial loan maturities was made. Although no precise details of

the talks were included in the statement, banking sources said negotiations seem to be gathering pace after what had been a fourweek gap since the first round. The statement by the 40 banks,

representing 12 countries said: The banks represented at the meeting emphasized that although the situation is difficult, the possi-bility of a satisfactory solution can argue that the price that St. only be achieved through calm and restrained discussion taking place

on a continuing basis." In addition to the continuation of talks, a further meeting has been set for April 8, the statement

This will coincide with the next ound of inter-governmental talks to take place in Paris, where Poland is negotiating the refinancing of \$4.4 billion of official debt,

aking sources said. The inter-governmental talks on Poland's officially backed debt and commercial bank talks have been running roughly in parallel, though banks are not expected to reach an agreement ahead of gov-

ernments, the sources said. The banks agreed to form a 20bank "task force" which will, according to the statement, not act as a negotiating body, but coordinate activity and information amongst groups of creditors.

There's no way that Poland at present can service its debt, which has eaten up most of its hard cur-

Eight Top Banks Agree On Credits for Jamaica

NEW YORK — Eight major in-ternational banks have agreed to establish a new \$70 million credit to Jamaica's recently elected centrist government, and to refinance another \$103 million in loans owed by the country, it was disclosed

The agreement, which was reached last Friday, must be approved by 100 banks around the world that have loans outstanding to Jamaica. The eight major banks, led by Citibank, represent a large portion of the \$103 million in

The bank loans are part of a \$1.1 billion financial package that will provide Jamaica with new credits or deferred payments over

the next year.
The International Monetary

\$649.3 million in new credits to Jamaica, \$300 million of which would be disbursed in the fiscal year that begins April 1. In addition, a number

tions, together with the Inter-American Development Bank and the World Bank, have agreed to provide Jamaica with an additional \$350 million in credits. Smaller creditors are expected to make another \$40 to \$60 million available, a Citibank said. Of the \$103 million in debt, \$55

million was scheduled for repayment this year. Instead, the entire \$103 million would be converted into a new six-year loan, on which no payments would be due until the fourth year. Moreover, no payments would be due on the new bank credit until the fourth year.

Interbank exchange rates for March 31, 1981, excluding bank service charges

CURRENCY RATES

Ports Zorich ECU	4,958 1,9135 1,7986	11,125 4,2917 0,5347	2,5422	38,4392 *	1,268.72	82.2992 °	14,399 = 5,4099 = 41,5783	23175	75.00 29.9874 7,9929
London (b) Milan Maw York	2,3612 1,847.95 	2.357.42 2.2375	476,825 476,825 9,4744	075000 51)17322 1J70202	0.0953 *	5.2162 450.345 0.4278	77.08 20.445 0.2891	547.795 0.5197	153.405 0.157d
Brussels (0) Frankfurt	34.445 2.0945	77.25 4,7615	16.394		2.081 ×	14,805 90 17 °		17.9925 109.58 ° 4.301	523 31.68 14.7812
Amsterdom	1 2328	£ 5229	D.M. 110.775 *	F.F. 44.99 *		Giát.	B.F. 6.754*	5.F. 121.65°	D.K. 35.21

Wall Street Prices in Rebound

BUSINESS/FINANCE

NEW YORK - Prices on the New York Stock Exchange rose sharply Tuesday in active trading gunshot wound, an easing of interest rates and reduced tensions in

The market was falling Monday when exchanges halted trading amid confusion over President Reagan's condition after an assassination attempt. Tuesday, Mr. Reagan was well enough to sign a bill killing an increase in milk

price supports.
The Dow Jones industrial average gained 11.71 points to 1003.87 and advances paced declines three to one as volume expanded to 51 million shares from 33.50 million shares in Monday's abbreviated

Interest rates fell in the credit market, resuming a trend evident before the shooting incident out-side a Washington hotel Monday. Meanwhile, Citibank held its prime rate unchanged at 17 per-cent and cut its broker loan rate to 15½ percent again from the 16 percent it set Monday afternoon.

However, the banking industry continues to maintain a split prime rate with most major banks charging 17½ percent and half a dozen charging 17 percent.
In the news background, Stan-

dard Oil of Indiana said it has made what it believes is a major gas condensate discovery in Sharah in the United Arab emirates, Chairman John E. swearingen told analysis. He was reporting on the sajaa one well near the Emirates' northern border.

Mr. Swearingen said "a confirmation well is now being drilled. If it is successful, we will then begin a multiphase development plan. Production could start as early as

Additionally, Western sources said Warsaw Pact military exercises in and around Poland seemed to be drawing to an end.

Warsaw has been late making re-payments recently. The bankers' meeting was not thought likely to U.K. GDP Fell 3%, Income Rose in '80 formally declare Poland in default

LONDON — Gross domestic product fell a record 3 percent in 1980 in the United Kingdom while real personal disposable income If Western banks were forced to write off their loans to Poland, it could cause disruption in Eastrose 2.1 percent, Central Statistical West trade, thus harming the econ-Office figures showed Tuesday. omies of several countries that are

The fall in GDP, figured on an heavily dependent on trade with Poland. Poland is the largest East output basis, compares with a rise of 2 percent in 1979 and a fall of 2 European market outside the Soviet Union. Its foreign debt totals an estimated \$23.1 billion, of which percent between 1974 and 1975, previously the largest recorded fall since the compilation of the data began in 1948. \$12.7 billion is owed to a network

New factory orders in February "market is doing better than I exfell 0.5 percent after a drop of less than 0.1 pct in January. And farm prices of raw agricultural commodon reports of President Reagan's ities dropped I.9 percent in March improved condition after a after a 0.4 percent drop in February. Both figures supported the view that economic activity and

> Among components of the blue chip indicator, volume leader Tex-aco gained 11/2 to 37%, General Motors % to 53, International Paper 11/2 to 50% and Merck 1/4 to 85. Robert Stovall, Dean Witter Reynolds vice president, said the

upward pressure on prices are

that Mr. Reagan had been shot in the chest, opened on schedule.

pected. I think this is an emotiona thing that might not last."
"Reagan's economic programs may have been enhanced by the shooting," Mr. Stovall said. "How

can Congress turn him down The NYSE and other markets throughout the country, which had closed early Monday after news

"All the market is doing is picking up where it left off Monday," Newton Zinder, E.F. Hutton vice

Dollar Shows Recovery After Sharp Drop Monday

NEW YORK - The dollar rebounded Tuesday in European and U.S. dealings following its sharp decline Monday in New York after the assassination attempt on President Reagan.

Dealers said operators were covering short positions taken late Monday, noting that Mr. Reagan was reported to be making a good recovery from his bullet wound.
At midday in New York, the

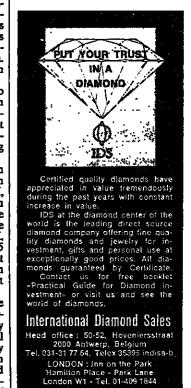
currency was quoted at around 2 1080-1100 Deustche marks, compared with an opening of 2.10005-20 DM. Dealers said trading was relatively quiet as most operators had already adjusted their positions for the end of the month. They also cited continuing concern over events in Poland. The price gold, responding to

what was perceived as a reduction in the tension in Poland and firming dollar interest rates, fell about \$6 an ounce in London to \$507-508 at the close from the opening \$513.50-515.00, dealers said. The dollar had sunk Monday in

New York after the assassination attempt, closing at 2.0640-80 DM, but it opened higher Tuesday in Europe and rose further during the day. It ended the day in Europe around its high of 2.1050-60 DM, after opening around 2.0950-65 DM and closing Monday at 2.1095-1105 DM. Sterling closed in London at \$2.2412, after trading at \$2_2343 Monday.

Some dealer suggested there may have been central bank inter-vention to support the dollar early in the day, noting that the Federal Reserve intervened late Monday following the news of the attack on Mr. Reagan. However, dealers said Tuesday's support was not particularly large, given the thinness of

against the Belgian franc in Lonrecord 16 percent. The move coincided with the fall of the Belgian government and effectively protected the currency from specula-tive pressure for a devaluation. The dollar ended the day at 34.50 Belgian francs, down from 35.79 quoted late monday.



31st March, 1981

New Issue

Nomura Europe N.V.

Morgan Stanley International

Sanyo Securities Co., Ltd.

Sumitomo Finance International

Wako International (Europe) Ltd.

New Japan Securities Europe Limited

Salomon Brothers International Limited

Tokai Kyowa Morgan Grenfell Limited

of about 400 Western banks.

Poland is now trying to borrow

just to pay the interest of its debt.

Something will have to give some-

ports that Poland has defaulted on

some debts, but confirmed that

because of fears that such a move

could provoke a financial crisis.

Western bankers have denied re-



U.S.\$40,000,000

TOKYU LAND CORPORATION

(Tokyu Fudosan Kabushiki Kaisha)

Tokvo, Japan $7\frac{3}{4}$ per cent. Convertible Bonds due 1996

ISSUE PRICE 100 PER CENT.

The Development Bank of Singapore Limited

J. Henry Schroder Wagg & Co. Limited

Union Bank of Switzerland (Securities) Limited

Singapore-Japan Merchant Bank Limited

Yamaichi International (Europe) Limited Berliner Handels-und Frankfurter Bank Banque de Paris des Pays-Bas Kuwait Foreign Trading Contracting & Investment Co. (S.A.K.) IBI International Limited Mitsubishi Bank (Europe) S.A. Merrill Lynch International & Co.

Algemene Bank Nederland N.V. Bache Halsey Stuart Shields Incorporated Alahli Bank of Kuwait (K.S.C.) Banco del Gottardo Banque Générale du Luxembourg SA Banque Bruxelles Lambert S.A. Bank of Tokyo International Limited Banque Gutzwiller, Kurz, Bungener SA Banque de l'Indochine et de Suez Banque Worms Blyth Eastman Paine Webber International Ltd. Baring Brothers & Co., Limited Caisse Centrale des Banques Populaires Citicorp International Group County Bank Limited

Christiania Bank og Kreditkasse Dai-Ichi Kangyo International Limited Crédit Industriel et Commercial Dresdner Bank Aktiengesellschaft Dean Witter Reynolds International Fuji Internationa) Finance Limited Robert Fleming & Co. Limited Girozentrale und Bank der Österreichischen Sparkassen Aktiengesellschaft Interallianz Bank Zurich AG Japan International Bank Limited Kuhn Loeb Lehman Brothers Asia Kredietbank SA Luxembourgeoise Kuwait Pacific Finance Company Limited Lloyds Bank International Limited Manufacturers Hanover Limited Mitsui Trust Bank (Europe) S.A.

MTCB & Schroder Bank SA The Nikko Securities Co.. (Europe) Ltd. Nippon Kangyo Kakumaru (Europe) Limited Norddeutsche Landesbank Girozentrale

Samuel Montagu & Co. Limited Smith Barney, Harris Upham & Co. Incorporated Sumitomo Trust Finance (H.K.) Limited

Vereins-und Westbank Aktiengesellschaft S.G. Warburg & Co. Ltd.

Sanwa Bank (L'nderwriters) Limited Société Générale Tokugin International (Asia) Limited

Nippon Credit International (HK) Ltd.

Pierson, Heldring and Pierson N.V.

Daiwa Europe N.V.

Euro-lapan Asia Co., Ltd.

Kuwait Financial Centre

LTCB International Limited Morgan Guaranty Ltd.

National Commercial Bank

ossenschaftliche Zentralbank AG Vienna

Goldman Sachs International Corp.

lardine Fleming (Securities) Limited

J. Ventobel & Co.

Yasuda Trust & Finance (HK) Limited

man of the control of the control of

为了个

Steelmakers Urge Bonn to Impose Duties

BONN — West Germany's steelmakers have called on the Bonn government to impose countervailing duties on steel imports from other European countries after weekend talks in Luxembourg failed to meet a EEC deadline to agree on a system of voluntary production curbs.

Representatives of Europe's major steel companies broke up the Luxembourg talks in the early hours Monday, having failed to set up a system of voluntary steel production curbs to replace the compulsory quotas imposed by the

pire June 1.

Common Market ministers had given the steel industry until April I to agree on voluntary curbs or face extension of the present system. The quotas were imposed after a steel-price war depressed prices as much as 30 percent.

Duties Threatened

But in a message to Chancellor Helmut Schmidt, 10 of West Germany's steel companies Monday asked the Bonn government to offset other European countries' subsidies to their steel industries

EEC last October, which are to ex-pire June 1. either by giving them similar subsi-dies or by imposing duties on subsidized foreign steel products, a spokesman for the Steel Industry Association in Dusseldorf said.

More Talks Planned

Last week, European Community ministers agreed to end steel in-dustry subsidies throughout the Common Market, except for funds used to reduce steelmaking capacity, after West Germany threatened unilateral imposition of duties on subsidized steel.

A West German steel industry

SEC Is Studying Charges Against Hunts

By Jerry Knight

Washington Past Service WASHINGTON - The Securities and Exchange Commission has disclosed for the first time that it is studying possible fraud charges against the billionaire Hunts of Texas for their part in the collapse of the silver market

The disclosure was made in SEC papers filed in U.S. District Court in Dallas, where the Hunts on Monday obtained a temporary re-straining order blocking an SEC investigation of the family's usually-secret finances.

The court order delays for at least 10 days an expected confrontation between SEC investigators and Nelson Bunker Hunt, who had been subpoened for three days of

questioning starting Wednesday.
The SEC now is trying to get the temporary order lifted and in court

made public, the focus of its yearlong investigation of the Hunts and their relationship with a group of three dozen banks, brokerage houses and precious metals deal-

As the SEC has previously dis-closed, the agency started the probe to determine whether companies doing business with the Hunts were "placed in a materially adverse financial condition to their detriment of customers, shareholders, investors and others," as a re-sult of the Hunts' dealings.

The government also is investigating whether the Hunts "employed devices, schemes or artifices to defraud" brokers, banks and other companies, the SEC documents revealed.

One issue involved in the investigation, the documents made pub-

documents has spelled out in lie this week indicate, is the possigreater detail than ever before bility that "the Hunts may have funneled the proceeds of large loans nominally unrelated to silver into the silver trading activities of various members of the Hunt fam-

> SEC attorneys have questioned at length executives of the Huntowned Placid Oil Co. to try to figure out how the finances of family members were handled, specifically including transfers of funds among various Hunt organizations.

The investigation covered not only U.S. banks, but financial institutions in Europe including Swiss Bank Corp., Credit Lyon-nais. Dresdner Bank, Berliner Bank Populaire Suisse, Standard Chartered Bank Ltd. and Barclay's Bank. Hendels-und Frankfurter Bank

spokesman said broad agreement was reached in Luxembourg on production quotas for heavy plate steel, sheets, coils and heavy structural steel. Light structural steel products were excluded from the talks because of the absence of small northern Italian manufactur-

ers, the so-called Bresciani, who

specialize in these products.

But the spokesman said full agreement was not reached because of opposition by one major West German steelmaker, under-stood to be the Klockner Werke. Klockner Werke complained that its quota was set at an unusually low production point in 1974, just before a new steel mill went on line in Bremen. Because of the quotas, it argues, its Bremen plant operates at a fraction of capacity.

Talks Scheduled

The industry spokesman said further talks would be held Thursday in an attempt to overcome re-maining obstacles, but he added that the steelmakers were appealing to the government for aid regardless of the talks' outcome.

Other European countries, including Britain and France, have said they favor continuation of the quota system if attempts to reach voluntary curbs fail, as have officials at several major West Ger-man steel companies. The West German government, however, has said it opposes prolonging the compulsory system.

Della 1 M. 14 % 14 % 2 M. 14 % 14 % 3 M. 14 % 14 % 6 M. 14 % 14 % 1 Y. 14 % 14 %

NYSE Nationwide Trading Closing Prices Mar. 31 Tables include the nationwide prices up to the closing on Wall Street.

Crise;
12 Month Stock Sis. Clear Previ
High Law Olv. In 5 Vid. P/E 190s. High Law Quot. Clear) Print Service de la constant de la fina de la constant de la const (Continued from Page 6) 24 15 WHOTE N. 18
24 16 WOOLD N. 18
24 16 WOOLD N. 18
24 17 WOOLD 18
25 24 WOOLD 18
25 24 WOOLD 18
25 25 WOOLD 18
25 26 WOOLD 18
25 WOOLD 18% VF Cp 13 Volero 5% Volero 5% Volerin 11 VonOrm 21 Verion 2% Verion 2% Verion 2% Verion 2% Verion 2% Vicom 2% Vicom 12 Vicom 12 Vicom 10 VoEP 2% 2 20 40 52 40 3 1.290 272.10 272.10 277.72 278.84 218.60 278.60 277.20 277.20 277.20 48 7 9 13 12% 12% % 58 7 14 444 44% 44% % 95 8 105 21% 20% 21% 4 Vulcinc B4

High Lose Close City

900 Srynawa
\$45 Budd Con
\$20 CAE
\$357 Cod Frow A
\$350 Coswica F
\$3500 Conwest A
\$450 Conwest A
\$450 Conwest A
\$450 Cod Frow A
\$350 Cod Frow A

Soling tragered and undflichel

6—Ingervagertr des, o-Hans Veserle high,
Lectung debenrater repod, reches of discounde in
delte one separatificatered lecture beset ar the letsersy-deposit declaration. Septial or system discounted in
section and declaration as restautor are identified i-

delites income with divid ir grregis. ا

Year's high, and love reflect the provints \$2 opened made, but not the latest trading day where a, mild or shock dividing armounting to make but help had the wall's high-law compa or places he had app stept and.

Toronto Stocks

Closing Prices, March 39, 1981

50 Fed Plea 200 Froser 17557 G M Res 1050 G Distrib 1150 G Distrib 1150 G Distrib 1150 G Distrib 1760 Gerandae 440 GL Ferriss 11700 Gerandae 1160 Ferriss 11700 Gerandae 11700 Hayes D 1270 Hayes D 1271 H Boy Ca 1471 H

INTERNATIONAL BUSINESS OPPORTUNITIES

Leading company in video-technology and media-fields offers active or silent partnership for:

Approx. DM 2.5 millions.

The company exists since eight years. Most modernized production-facilities and highly qualified labor-force enable them to run a 100% utilized production. Due to the high technical standard in several product-lines the company is judged as

For expansion of production and sales-activities additional investments of approx. DM 2.5 millions are requested, preferentially from partners who are interested to play an active part in this fast expanding market and to stabilize further our present leading position. Further we are interested to establish sound connections with industrial groups who develop activities in the fields of communication and cable-TV technologies.

If you are interested piecese contact with reference chiffre 1113 our con Mr. Wolfgang Schulz, telephone: 0611/598053.

R.S.V.P.

MANAGEMENT CONSULTANTS GMBH R.S.V.P. * Bömerstrasse 48 * 6000 Frankfurt 1

D-Mark 12 % • 12 % 12 % • 12 % 12 % • 12 % 12 1/16 • 12 3/16 11 7/16 • 11 9/16 Floating Rate Notes

Eurocurrency Interest Rates

Swiss Franc 74-75 75-75 75-75

25% 16% WICOR 2.04

Closing prices. March 31, 1981									
В	anks			Issuer-Min can-Mot.	Сопроя			Askd	
B SEVET-Mila CPR-Mot. Arrican Dv1, 58; 7-43 Johni Kuwali 59-43 Jilled Irish 54-57 Jilled Irish 54-57 Jimes Fin 190 Jilled Irish 54-57 Jimes Fin 190 Jilled Irish 54-57 Jimes Fin 190 Jimes Fin	Coupons 1 77/16 16 15/16 15/16 15/16 15/16 16/16 16/16 17/5/16 17/5/16 17/5/16 13/16	Ne 7-8-97-4-48-54-54-54-55-65-4-57-84-4-54-4-5-4-8-7-8-8-4-5-4-5-6-5-4-57-8-4-5-4-5-4-5-4-5-4-5-4-5-4-5-4-5-4-5-4	97% 97% 100 100 100 100 100 100 100 100 100 10	## 14 14 14 14 14 14 14 14 14 14 14 14 14	Issuer-Min can-Mail. Indo-Suez 514-89 Westminister Bit 6-84 KOP 649-81 Kleimoort Ben 524-91 LTCB 646-82 LTCB 646-82 LTCB 54-86 LTCB 54-86 LTCB 54-86 LTCB 54-86 LTCB 54-87 LTCB 646-82 LTCB 54-86 LTCB 54-87 Middland Barnit 74-83 Middland Barnit 6-82 Middland Inti 5-89 Senta 68	1632 14 17 5/16 17 5/16 17 5/16 18 1/16 18 1/16 18 1/16 17 3/16 17 3/16 17 3/16 17 3/16 17 3/16 17 3/16 17 3/16 17 3/16 17 3/16 17 3/16 18 1/16 18 1/1	7-13223 1527-1515 1-15-15-15-15-15-15-15-15-15-15-15-15-15	9914 9914 1009 1009 1009 1009 1009 1009	320 100V2 10
UE xw-89 it Worms Sia-85 enco Union 74-83 is Ext d'Alis Bla-84 is Finance Six-81/94 ergen Bonk 6-89 ilicorp 1963 ilicorp 1964 ilicorp 6-84	14% 18 15/16 14% 17 7/16 16 % 17 % 16 13/16 16 13/16	6-20 6-17 8-9 7-13 7-29 3-10 4-13	95% 100% 95% 99% 99% 99% 99%	984 1084 994 994 994 100 100 100 100	Sundsvollsbken 6-85 Trade Develop 6-86 That Farmers 7-6-84 UBAF 646-82 UBAF 776-82 Union Finland 646-82 Union Remoy 6-89 United Orseas 7-81 United Orseas 6-83	1376 17 11/16 18% 15% 18 14 16 1/16 17 3/16 16%	44442224442222222222222222222222222222	981/2 981/2 973/2 973/2 100 973/2	99% 99 180% 100% 100% 98% 100%
CF 7-83 CF 6/2-83 CF 5%-85 reditorst 5%-84	169/16 175/16 17 18 15/16 1694 1694 1594 1515/16	6-20 8-6-17 7-13 7-13 5-4 5-21	99 98% 98% 100% 100% 100%	101	Untited Crees 6-67 Untitle Int 74-61 Untitle Int 4-64 WIL Giver Bk 44-64 WIL Giver Bk 54-71 NOT	15% 1812 14 1/16 15 15/16 15 15/16 Ban	₽2₽ ks	9874 10074 98%	1001/a 9914
reditorst 5/2-91/97 redit Lyon 6-83	15%	6-16 8-12	10086	991 <u>.</u> 10115	Enpetrol 7-86	145/16	9-23	99	9934

99 99% 96% 34d 99% 99% 99% 99% 98% 99% 109% 99% 100% 99% 100% 99% 100% 99% 100% 99% 100% 99% 100%

5111.65

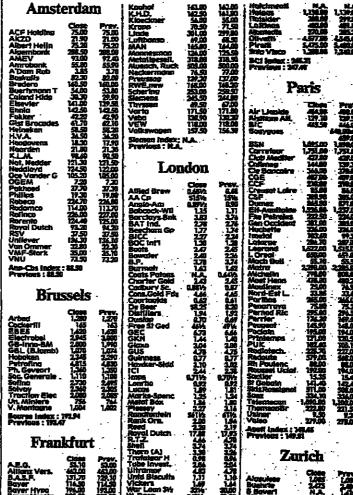
541,82 517,86 5,84 523,64

\$4.80 \$7.94

\$ 470,29 \$ 22,46 \$ 122,50 \$ 3,129,53

European Stock Markets

March 31, 1981 (Closing prices in local currencies)



COMPANIE TEATT TO THE ACTION AND THE ACTION AND THE ACTION AND ACTION AND ACTION AND ACTION AND ACTION ACTI \$3.10 \$1.70 \$1.50 F.T.30 lodest : 536.10 Province : 516.00

> CAPITAL ITALIA Société Anonyme houlevard Royal, Luxembo R.C. Luxembourg B 8458

Declaration of a stock dividend of 7% and an extraordinary stock dividend of 1%, for a total of 8%

Allocation of new shares to the shareholders of the company at an aggregate rate of 2 new shares for 25 shares issued and outstanding on March 30, 1981 was decided by the general meeting of shareholders held As a result, shares subscribed after March 30, 1981 will be issued at net asset value exclusive of allocation rights.

net asset value exclusive of allocation rights.

Delivery of the newly allocated shares will take place at the offices of Credito Italiano and at other authorized agents offices and at the offices of the registrar and paying agent. Kredietbank S.A. Luxembourgeoise. 43. Boulevard Royal, Luxembourg. against surrender of coupon and detached from instead bears whether

from issued bearer shares.

The shares listed on the Luxembourg Stock Exchange will be quoted exclusive of allocation rights as from March 31, 1981.

The bonus represented by coupon us 4 will be quoted as from March 31, 1981 through September 30, 1981 on the Luxembourg Stock Exchange.

SCHOP Revens A SERVINS A S Montreal St Goding Prices, March

Canadian Ind

Tokyo Exch

Paris Commo

Taiwan Loan Lim Restart

TAIPEI Taiwan's ceiling on for rowing by state enterpri tween \$8 and \$9 billion cal year beginning July, present \$6.5 billion, mamitted to the Cabine. Finance Ministry, a spokesman said Toesday rent level of such borit citating loans now under tion, will soon surpass it ized ceiling, he said.

European Gold M Alerca St. 1965 .



Valeurs White We 1. Quai du Mont-Blanc 1211 Geneva I, Switzeri Tel. 31 (251 - Telex 283

Profit From The Growing Auto ppearance

Transportation/Markets

Louisiana, right in the middle of the growing Sunbelt, combines maximum flexibility of domestic rail, road and air facilities with 5,000 miles of interstate weterways connected to 19,000 miles of the Mississippi River system and three world ports.

Louisiana Office of Commerce & Industry

Louisiana Office of Commerce & Industry

Louisiana Office of Commerce & Industry

Telephone (49-611)590061, Telex 41 4561 ICO D

15 Avenue Victor Hugo. Dept. S 75116 PARIS, France Telephone (33-1)502-1800. L&USIANA Telex 620 893 F WORKS Let it work

Proven Success Formula same successful business formula being used by over 2,000 Tidy Car dealers in North America. They are experiencing big profits in a business of their own making cars, trucks, marinecraft, aircraft and vehicles of all types look

and out. Recent Breakthrough in Auto Dry-Cleaning and

shiny and new-inside

Paint Sealing In fact. Tidy Car dealers can offer their customers an exclusive dry-cleaning process for their car's upholstery as well as their famous paint sealing process—Preserv-A-Shine.

Using special Tidy Car equipment these services can be performed more quickly and thoroughly than any traditional method.

Overwhelming Consumer Acceptance

The secret to Tidy Car's worldwide consumer acceptance is providing convenient and comparatively inexpensive services that protect the customer's expensive automobile investments. Keeping an automobile

looking new pays off in Now you can be part of the hundreds of extra dollars at resale. So Tidy Car services are very profitable for the customer as well as

High Profit Potential; Low Initial Investment.

Even more remarkable is the low initial investment required to start a dealership -only \$3,000 USD, for which you are furnished all the equipment and supplies to make back several times your investment. Many Tidy Car dealers treat 100 to 300 vehicles a month earning up to \$200 per job.

Master Franchises Available

Some master franchises for rights to market Tidy Car processes through dealerships in specified countries are available. Tidy Car is ranked in the top 20% of U.S. franchises by the media. For more information write or Telex Tidy Car Inc., 5205 Timberlea Blvd., Mississauga, Ontario Canada, L4W2S3. Or Telex 06-960395.





AUDION ELEKTRO P.O. Box 3430 - 1001 AE Amsterdem © Holland & Genterad Vellerbran 68-70 - Tel.: 020-178395 © Telax 13410 codin ni © Cobins "Ansionitrans"

> **EQUIPMENT LEASING** We are one of Europe's most experienced feams specialising in the leasing of containers and related equipment.
> Stock is available for purchase at competitive prices. Return on cost currently exceeds 20% net b.a. Payments are guaranteed haif yearly. Agency facilities available to established leasing finance brokers.

For furmer setails arrents INTERMODAL CONTAINER EQUIPMENT LTD. Wellington Court, Kn el.: 01.501.53697

CAPITAL AVAILABLE For viable international projects, R.E., Bus. Expansion. Working Bus. Expansion, Working Capital, Start-ups, Stand-by Letters of Credits and Bank Guarantees Available. BROKERS INVITED \$500,000 Min

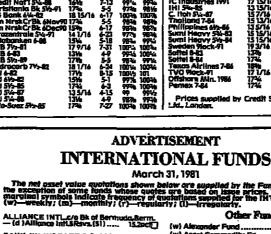
Also excellent U.S. and Foreign investment opportunities available. (Said Investments backed by Interna-VENTURE CAPITAL CONSULTANTS

16311 Venture Blvd., Suite 999, Endino, Colifornia 91436, U.S.A. Telesu 661355 VENCAP LSA U.S.A. (213) 789-0422

FOUR 1100 TON FREEZER TRAWLERS SURPLUS TO REQUIREMENTS.

CAN CONVERT FOR MIDDLE-EASTERN USE. VERY COMPETITIVE PRICE.

FOR DETAILS TELEX SAUDI ARABIA 401091 AURHAB-SJ.



Other Funds BANK JULIUS BAER & Co Lid: 3 10.43 5 18.18 5 2.45 20.65 pct 5 7.50 5 17.26 3 105.55 109:p 5 1.25 3 54.53 3 25.93 BANK VON ERNST & Cle AG PB 2222 Bern
— (d) CSF Fund SF 18.59
— (d) Cressbow Fund SF 4.78
— (d) ITF Fund N.V. \$13.72 CAPITAL INTERNATIONAL:

— (w) Capital Int'l Fund

— (w) Capital Italia S.A.

— (w) Convertible Capital S.A.... \$ 57.35 LF 1,971.00 \$ 32.33 \$ 9,296,00 \$ 7 87.22 \$ 22.42 DAM 27.37 DAM 7.57 \$ 461.72 \$ 104.89 \$ 11.36 \$ 20.02 \$ 11.36 DAM 20.02 \$ 11.46 \$ 40.02 \$ 11.46 \$ 40.02 \$ 11.46 \$ 11.46 \$ 11.46 \$ 11.46 DM 17.29) italiariune int'i Fd S.A. . i Jogan Selection E----

DIT INVESTMENT FRANKFURT: ¥2275

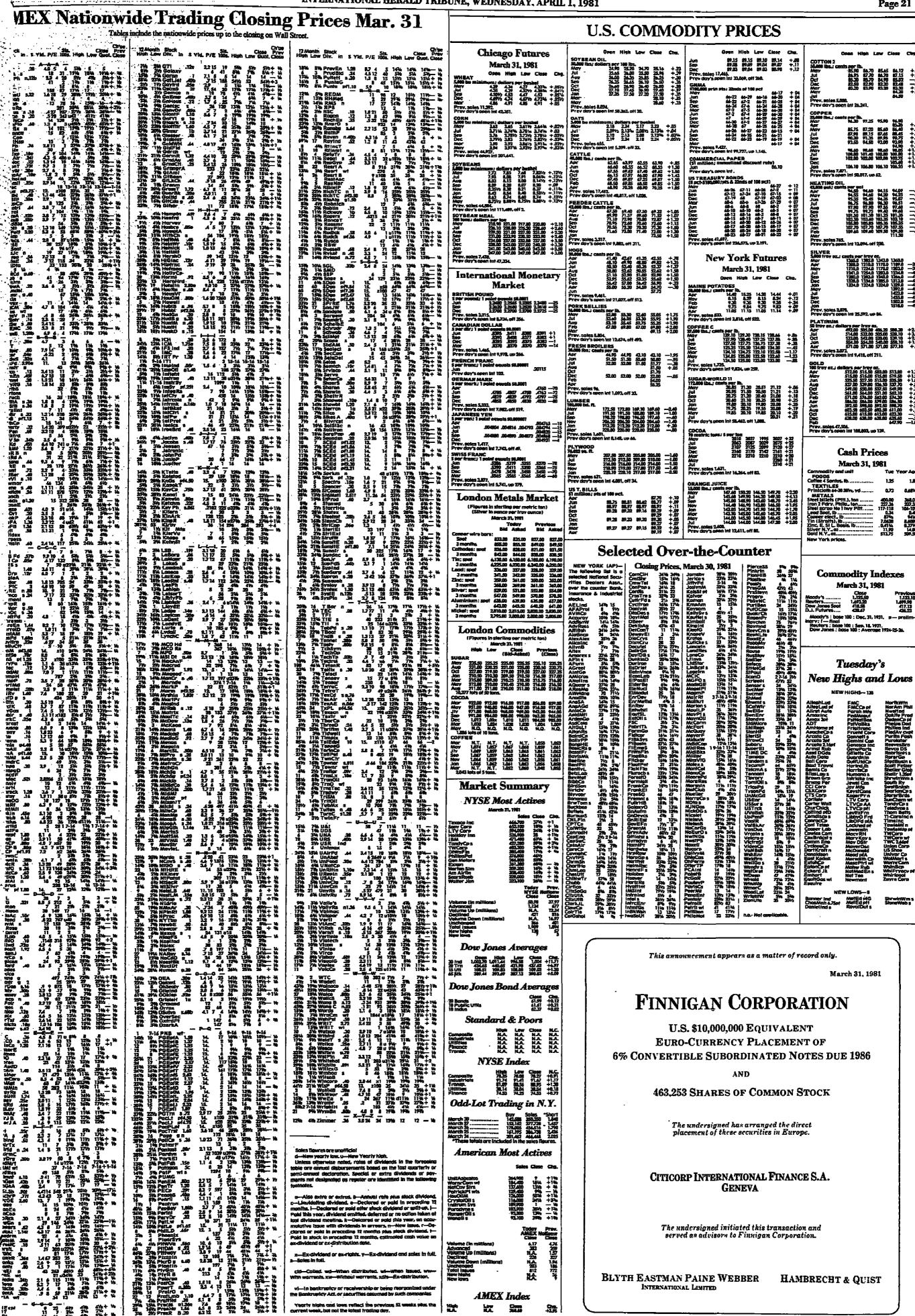
ROTHSCHILD ASSET MGTM (CI): SWISS BANK CORP:

(d) Medicionum Sel. Fund (w) Nispan Fund.
(w) Nor, Amer. Inv. Fund.
(w) Nor, Amer. Bank Fd.
(w) NAM.F.
(m) NSP F17 (859 : \$122.90)
(d) Postmer. Shipping S.A.
(d) Puthom Intern't Fund.
(w) Quantum Fund N.V.
(d) Rank Fund. (d) Rento Fund
(d) Seriement
(d) Sofe Fund
(d) Sofe Fund
(w) Sofe Trust Fund
(w) Sofe Trust Fund
(w) Sofe Trust Fund
(w) Sofe Trust Fund
(w) Sofe Rentol
(w) Sofe Rentol
(w) Talent Gelptol Fund
(w) Talent Gelptol Fund
(w) Tokyo Pac, Hold I.Seo)
(w) Tokyo Pac, Hold I.V.
(w) Transpacific Fund
(d) UNICO Fund
(w) United Cap Inv. Fund
(w) Wartern Growth Fund
(m) Winchester Oversecs
(d) World Equify Grift, Fd
(m) Worldwide Socurites
(w) Wartewide Socurites
(w) Dautsche Mark; " — Epol UNION BANK OF SWITZERLAND:

— (d) Ames U.S. Sh...... DM — Deutsche Mark; "— Ex-Dividend;
"— New; N.A.— Not Avaliable; BF — Beigium Prancı; LF — Luxenbours Francı; SFSwiss Francı; +— Offer prion; a— Asiad;
b— Bid Chanse P/V \$10 to \$1 per unit. 3/5 —
\$60.X Spili; "— Ex RTs; "\$"— Suspended;
N.C. - Not communicated; •— o- Redempt
price—Ex-Coupen. ☐ Yield on Usst-00 Unit. UNION INVESTMENT FO

حكذا من الاصل

INTERNATIONAL LIMITED



AMEX Index

KX.

Hilgely NLA

Close 344.48

115 115

Table

And the second s

TOTAL CONTENTS OF THE PARTY OF

5%+ % 5%+ %

. By Eugene T. Maleska

ACROSS 1 Plumbum

5 Capital of Ghana 10 Resort

13 Ship in a Greek myth 14 Customer 15 "---! poor Yorick"

16 Result of breaking a speculum? W.W. II plane

aircraftsmen Collog. 24 Casino items 25 Buddy

28 Douses 30 Dropped 34 Enzyme 35 Cyclotron item 37 City on the

38 Curse of Scotland 42 Sea swallow 43 Untrue 45 Part of a pump

48 Sow

ERLIN

BRUSSELS BUCHAREST

BUENOS AIRES

CASABI ANCA

CASABLANCA CHICAGO COPEMHAGEN COSTA DEL SOL DUBLIN EDINBURGH FLORENCE

HETZINKI GENGAY K.C. MINH CITY

ISTAMBUL JAKARTA JERUSALEM JOHANNESBURG LAS PALMAS

LIMA LISBON LONDON

iong Kong OUSTON

BUDAPEST

49 Abstract being 50 First name in whodunits

52 Spinnaker or 15 Brisk, to 54 Citizens of 17 Ceruminous Entebbe hearing 18 Prefix for stich

10 Turn; twist

11 Moccasins

12 Requests

Bellini

or style
22 Gambling

game 23 Inflexible

25 Soprano

26 Pale

Adelina

27 Suggestive

29 Fountain

treats

31 Art category

32 Opposite of

33 Medicinal

quantities 36 City in Ohio

39 Means

40 Where a

41 One of

Galileo's

patrons

landlubber is a

dub who flubs

broadside

impediment to

58 Gem weight 62 The ides of January, septennially 65 These fit to tholes 66 Jagged

67 Repetition 68 Curve of a ship's plank abysses

DOWN 1 Flow along Innisfail 3 Exchange premium 4 Last name in

whodunits 5 Arab cloak 6 Mongrel 7 Anatomical 8 Bridge call 9 A Musketeer

Solution to Previous Puzzle

WEATHER

7 45 Fossy
-2 28 Foir
11 52 Foir
13 55 Foir
24 75 Fossy
1 57 Foir
9 48 Foir
16 50 Fossy
9 48 Foir
16 50 Fossy
9 48 Foir
17 Fossy
18 Fossy

RADIO NEWSCASTS

BBC WORLD SERVICE Arrandocests of 0000, 0200, 0200, 0400, 0500, 0600, 0708, 0900, 0700, 1100, 1300, 1600, 1700, 1804, 2000, 2200, 2200 (All times GMT).

Western Surope: 448KHz and 451M Medium Wave. 5,975, 6,050, 7,120, 7,125, 7,255, 9,410. 9,750, 12,095 and 15,079 KHz in the 49, 41, 31, 25 and 19 meter bands.

irth and North West Africa: 25.650, 21.670, 15.072, 11.750, 9.616, 7.136 and 5.975 Kitz in the 11, 13, 14, 25,

Southern Africa: 25,650, 71,660, 17,880, 15,400, 11,820, 9,410, 7,185 and 6,005 KHz in the 11, 13, 14, 19, 25, 31, 41 and 49 mater bands.

Middle Blest: 1223KHz and 227M Medium Wave. 25.650, 21,710, 17.770, 15.310, 11,760, 9,410, 7,140, 6,130 and 3,970 KHz in the 11.13, 16.19, 25.31.42, 47 and 73 meter bands.

Southern Asia: 1413KHz and 212M Medium Wave, 25,650, 21,550, 17,770, 15,310, 11,750, 9,660, 7,180 and 4,195 KHz in the 11, 13, 16, 19, 25, 31, 41 and 46 meter bands.

East and South East Asia: 25450, 17,790, 15,319, 11,865, 7,870, 6,175 and 3,715 KHz in the 11, 14, 19, 25,31, 48

VOICE OF AMERICA

The Voice of America broadcasts world news in English on the hour and of 25 minutes after the hour

Addidle East: KHz 15,205, 11,915, 9,740, 7,200, 6,040, 1,260 in the 19,7, 25,2,30,7, 41,7,49,7,238 meter bands.

East Asia and Pacific: KHz 17,820, 17,740, 15,990, 11,760, 9,770, 26,000, 6,110 and 1,575 on the 14, 16.9, 19.4, 25.5, 30.7, 11.5, 49.2, 190 meter bands.

Seath Asia: KHz 21,540, 17,740, 1520s, 11,915, 9,760, 7,165 on the 12.9, 14,9, 19.7, 25.2, 30.7 and 42.2 metabonds.

Africa: Kiez 25,040, 21,640, 17,570, 15,330, 11,915, 9,740 7,260, 6.125, 5.995, 5,996 on the 11,5, 13,8, 14,8, 19,5, 25,2, 38,8, 41,2, 49, 58, 75,2 meter bonds.

A Key Change May Give Musician

His Chance to Play for Big Stakes

KANSAS CITY, Mo. - Thomas Clark Twyman, a musician, wanted

to be rich and famous by the time he was 30. Another \$50 and he will be,

A Jackson County judge approved his request for a name change last month. The new name: Rich N. Famous.

and he persuaded the judge that the name change would help his career.

can pick up the court order," he said.

Mr. Famous, who plays three instruments, wants to be a professional,

But there is a slight hitch. "I have to pay my lawyer \$50 more before I

ern Europe; K.Hz 15245, 7,322, 6,860, 5,925, 1,890, 1,797, 792, 11,760, 9,760, 1,296 in the 19,7, 41.1, 49,5, 15,7,251 (medikan waye), 379 (medium waye), 25,5,38,7 and 232 (medium waye) mater bands.

MEXICO CITY

OSLO
PARIS
PEKING
PRAGUE
RIO DE JANEIRO

SAC PAULO

46 Wagnerian goddess 47 Romped ---- nous 53 Dens 54 Controversial saucers

> 55 Favorite sitter 56 Lighthearted 57 Home in a nursery rhyme Disturbance 60 Aleutian island

61 Now's partner

63 Sixth sense

MARCIE! WHAT HAPPENED? WHERE AM I ? A N U \mathbf{T} B,

C.

D















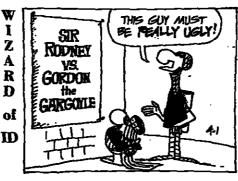








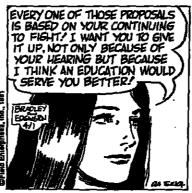


















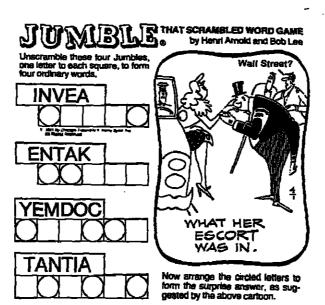


DENNIS THE MENACE

YA KNOW WHAT I JUST DISCOVERED, JOEY? THAT PORK AN

BEANS NITH KETCHUP IS ALMOST AS GOOD AS PEANUT BUTTER!





Jumbles: FABLE NOISE MARTYR AFRAID Answer: "Don't join in the chorus!"-"REFRAIN!"

Imprime par P.I.O. - 1, Boulevard Ney, 75018 Paris



... MIND YOU.



4.

Sold for £360,000

tie's anction house said.

The auction of 28 Surrealist paintings, including 18 Dalis and works by Pablo Picasso, Paul Klee, Giorgio de Chinco and Leonor Fini, brought a total of £1,737,700 Monday. "Le Sommeil," painted in 1937, was bought by Alexander Iolas, a New York and Paris art dealer.

A painting by Anguste Renoir, Bagnetise Debout," which shows a nude woman bathing later sold for \$20,000 (\$1,345,000) in a separate Christie's sale. That topped the previous record for a Renoir of \$1,600,000.

BOOKS

THE CAT AND THE KING By Louis Auchineloss. Houghton Mifflin. 183 pp. \$10.

Reviewed by John Leonard

TF we think of Louis de Rouvroy, I the second Duc de Saint-Simon, as a sort of Truman Capote, we gain per-spective. Saint-Simon had the court of the Sun King, Louis XIV, at Versailles to write about; Capote must settle for French restaurants in midtown Manhattan, where the beautiful people rehearse their failures of character. If a cat can't find a king to look at, there is always a celebrity. The important thing is to be part cat and part mock-

inghird and parrot.
Louis Auchincless, after his excellent contemplation of a fictionalized Walter Lippmann in "The House of the Prophet" seeks to charm us with a short novel in which Saint-Simon explains why he came to write his memoirs. Auchincloss succeeds, against all the odds, because his Saint-Simon is a perfect creep. He doesn't gamble, he doesn't philander, he doesn't aspire to any particular office, and he won't even go riding in the clockwork gar-dens of the Sun King.

What, then, is his purpose? "I

should be," he says, "a historiogra-pher rather than an actor, an eye more than a fist." He is advised: "It can be great fun to have an affair with a bitch. You ought to try it sometime, Saint-Simon. It might even take your mind off the all-absorbing question of whether you shouldn't be the 13th instead of the 14th ranking duke of the realm." His friend Savoune tells him the his point. He because without that he is naive. He knows without being told that the romance of Conti-and Madame la Duchesse, which forms the centerpiece of the memoirs.

belittles the rest of the court: They made the rest of us feel a bit quaint, a bit ridiculous, even, at times, irrelevant. The most striking thing about their passion was that it appeared to dignify them."

Passionate Dignity

Such passionate dignity is foreign to Versailles, although homosexuality and incest are not, while gossip assumes the proportions of slander. A short and thin-lipped Saint-Simon, for whom the only blood is royal blue. must scheme and lament. His wife is a better courtier than he is: she understands the hydraulies of advantage seeking. He merely moons about, snob without any gravity. Every act of his ends in a disaster. Of course, he will write, and we will be lied to.

Auchincloss asks us to be as interested in Versailles as Saint-Simon was. He imagines Madâme de Main-tenon to have said, "We perish in symmetry!" His Sun King, who cats like a priest taking communion, is "majestical" in every act: "The valves of the great golden gates of his cour-tesy had swing them slowly open." The Sun King, meanwhile, played with his courtiers, as children play with dolls: See the duke fornicate with the page boy in the Palais-Royal. Versailles, we ought to know, was

far more interesting than Saint-Sin knew. While this cathird gossiped and slandered brilliantly, the politics of Europe were revised irrevocably. There aren't many politics in "The Cat and the King" because Saint-Simon didn't understand politics and

1937 Dali Work

LONDON (UPI) — One of Salvador Dali's best known paintings, "Le Sommel," has been sold for £360,000 (\$810,000), a record for a living artist and for a Surrealist painting, Christie's auction house said.

Auchincioss does under-Simon. A charmless wrote charmingly about trigue; a humorless Lou England and Prossia to 1 not to mention his many children. On the whole, better king than Saint-S memoirist. Louis seldom

The Saint-Simon of A always missing the point the point is Spain or child tion. He is the cat who i and leaves it on our pillo trying to teach us how t the cat doesn't understan

a bird; a car can't fly. But Saint-Simon's mentake this to be the point closs' elegant exercise. The lowed to be a wimp if trances. Saint-Simon se personality and percadille from the beginning was social gaffe and geolo

dream on his slander. What did the Sun Kin According to Saint-Sime plifted style, which yield Sun King, in fact, had me matters on his mind -rest of Europe - but S: in some way the arche good enough to transce: ness. He was puny, but h Versailles, as we imagine fection, not Louis'. The c

at is more powerful thar upon king, if the cat can v Auchincloss can write. well, in fact, and so wil forget that he is seriou book is more knowing a tory, sexuality, bedrooms than any encyclopedia I and of course, better w time, perhaps, Auchinol plain Truman Capote.

John Leonard is on the New York Times.

Best Selk The New York Ton This list is based on reports from bookstones discognous the United list are not necessarily consecutive.

I THE COVENANT, by James BRAIN, by Roben Cook.

CENTURY, by Fred Ma MASQUERADE by Kir Will THE COMPANY OF WOM by Many Gordon

ANSWER AS A MAN, by T.
Caldwell
THE KEY TO REBECCA

Kes Spilett.

8 COME POUR THE WINE Cyathis Pricenso.

9 THE DELTA DECISION, Wilbur South.

10 THE AVIATOR, by firmes

11 FIRESTARTER by Stephen 12 RAGE OF ANGELS, by S 13 CONGO, by Michael Crichio 14 UNFINISHED TALES.

J.R.R. Tolkies
15 THE COLLECTED STORIE
EUDORA WELTY

NONFICTION I COSMOS, by Carl Sagan.... 2 NEVER-SAY-DIET BOOK Richard Stamons
3 WILLIAM E. DONOGH
COMPLETE MORE MAP
GUEDE by Wilson E. Donwith Thomas Tilling
4 NICE GIRLS DO, by Irene

5 BEST EVIDENCE, by Day 6 THE LAST MAFIOSO, by

NO THE SKY'S THE LIMIT

CRAIG CLAIBORNE'S G

MET DIET, by Craig Clai With Pienre Presery PAPER MONEY, by Adam; MONEY DYNAMICS FOR 1980s, by Ventra VanCaspel

BRIDGE____

DOLITICIANS and pundits may look back over a year or a dec-ade, attempting to determine what went wrong and who should be sad-dled with the blame. Bridge players conduct their post-mortens with a shorter focus, trying to determine what went wrong in a match, a session or a single deal.

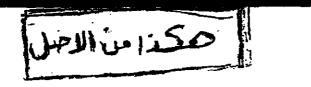
Since they are interested in avoiding future errors, they seldom bother to discuss winning deals, unless perhaps they are trying to provide material for a journalist.

An interesting post-mortem on the diagramed deal was conducted in The Southern California Bridge News by David Weiss. A contract that seemed headed for defeat was allowed to succced, and the question was how to allocate the blame. North-South had reached four

NORIE -◆A82 ▽J973 0KJ1075 4310763 **◆K95** ♥1086 VA2 ♦Q ♣A1085 **43** ♣Q76432. SOUTH (D) ♦Q4. VKQ54 ♦ A9862 ♣K9

Neither side was vulnerable. The bid-West North West led the diamond queen.

could have ducked il



spicuous singleton: No senses would lead the q er's first suit unless he quick ruff or held the appearance of the dum the latter possibility. South won in dummy and led a trump. E played the diamond for trick, took his trump as dismond three for his p West duly ruffed and was now doomed with a

bearts after West overca

and North made a neg West led the diamond

West could have safe titub ace, led a spade c last trump. Unfortunate was to underlead the hoped that his partner king, and that he would another diamond lear won, drew the missir made his game, resistir

tion to chortle. Two consultants con out that East's play to was soil preference. mond position was me of the diamond four k titree suggested an entr ranking spade suit, an not have underled his c But as Weiss pointed made his contribution He knew from the bic

that South held exact and exactly five diamo: there was no hurry to s the one and only dist that time, West would trumps, and would he tion to make a desper at securing another ruff

omas of Indiana cutting down the net after the Hoo-leated North Carolina for the NCAA basketball title.

Indiana Beats North Carolina, 63-50, for NCAA Title Isiah Thomas, Leading Hoosier Scorer, Is Named Outstanding Player

By Gordon S. White Jr. New York Times Service

PHILADELPHIA - For the second time in five years, Indiana has won the National Collegiate Athletic Association baskethall championship here. The Hoosiers, sparked by Isiah Thomas, a sopbomore All-America point gnard, pulled away in the second half and went on to a 63-50 triumph over North Carolina Monday night in the final of the 43d annual tourna-

Thomas finished as the game's high scorer with 23 points, and led a 12-4 spurt at the beginning of the second half that broke open a close

game.
The first time the final was played in Philadelphia was 1976, and an undefeated Indiana team beat Michigan, 86-68. Returning to the Spectrum before 18,276 specta-tors Monday night, Indiana won again, but did so with a team that finished with a 23-9 record for the season. Never before had an NCAA champion team had so many losses; the previous high was Marquette's seven in 1977.

Delayed Start

Shortly before the game was to be played, the NCAA Basketball Committee met to decide whether to proceed in view of the assassina tion attempt on President Reagan earlier in the day. Following word

the final, they beat Maryland by mainly because of Jim Thomas's

erating room and was beginning recovery, the nine-man committee voted unanimously to go ahead with the game. Because of this meeting, the game's start was de-

ing by 14 points with two and a half minutes to play. This ended an impressive tournament for the Ten champions. En route to

Grown-Up Team On Monday, Indiana was a different team in skills and defensive talents, a team that Bobby Knight, the coach, said "has matured more than any I have seen. Thomas, who has led the team

in scoring all season, made only one of seven field-goal attempts in the first half. Indiana led, 27-26, at intermission, but only because Randy Wittman hit a jumper from the left corner at the buzzer. After the intermission, however, Thomas started quickly, making two spec-tacular steals that he converted into baskets.

"Isiah Thomas's steals were the turning point," Smith said. Thomas said: "In the second half we were a lot more patient. I shot a little better."

He shot more than just a little better. He not only scored on the steals but added two quick baskets on fine lead passes by Jim Thomas, the other Indiana guard.

Virginia Takes 3d

Jim Thomas, who went into the semifinal game against Louisiana State Saturday early when Isiah got into foul trouble, came in early again Monday night. This time he replaced a forward, Ted Kitchel, who had three personal fouls in the first four minutes. Jim Thomas, no relation to Isiah, is also a sopho-

For their play both Saturday and Monday, Isiah and Jim Thomas were named to the all-tourna-

REAL ESTATE TO RENT/SHARE

PARIS AREA UNFURNISHED

ment team, along with Jeff Lamp of Virginia, Al Wood of North Carolina and Landon Turner of Indidefense. Thomas did this even though he is three inches shorter affix. Isiah Thomas was named the than Wood. Indiana, despite losing the 6-foor-8 Kitchel early in the game,

هكذا من الأصل

termament's outstanding player.
Earlier Monday night, Lamp scored 25 points to lend Virginia to a 78-74 victory over LSU in the consolation game for third place.

Jim Thomas was superb on de-fease, that part of the game on which Indiana and Knight pride themselves. The Hoosiers play a man-to-man defense that harries the opponent with a sticky persis-

Jim Thomas had the unenviable Tigers behind with a 9-point spurt at the start of the second half. job of entering the game and guarding Kitchel's man. Wood. Wood, a 6-foot-6 senior All-America forward, had scored 39 Carolina was the loss of James Worthy. He had to sit down with points in the victory over Virginia, a record for a semifinal game. He was held to 18 points Monday, 4 five minutes left in the game bebelow what he had been averaging in this tournament, and it was cause he drew his fifth personal foul. This ended any chance for a

Luzinski Sold To White Sox

PHILADELPHIA — Greg Luzinski, the Philadelphia Phillies' vet-eran slugging outfielder, has been sold to the Chicago White Sox for an undisclosed amount of money on Monday, the two clubs announced.

Rumors had been circulating for days that Luzinski, 30, would be leaving the Phillies because the world champions acquired outfielder Gary Matthews from the Atlanta Braves in a trade last Wednesday.

Luzinski, the Phillies' first selection in the June, 1968, draft out of high school, has been the Phillies regular leftfielder since the 1972 of the game and we've got con-trol."

This was the blueprint that the players followed in this Final Four. It worked to perfection and

to the national title.
Indiana hit only 37.9 percent of its floor shots in the first 20 minutes and was down by 8 points midway through the first half. But the Hoosiers worked patiently back. North Carolina scored only 10 points in the last 10 minutes of the first half against the sticky Indiana defense after leading, 16-8. After the Hoosiers took the lead at the half on Wittman's shot, they never trailed.

Wittman finished with 16 points, and Turner had 12 for Indiana. Perkins was second high scorer for North Carolina with 11 points. The others who played for Indiana were Ray Tolbert and Steve Risley. Tolbert and Risley are the only seniors on the team, so Indiana might be back again look-ing for the 1982 championship in New Orleans.

depend so much upon their big front line of Worthy, Wood and Sam Perkins, the freshman center. CFL Approves "Ours is a game of doing what

Sale of Alouettes United Press International

TORONTO — Nelson Skal-bania's bid for 100 percent owner-ship of the Montreal Aloueties was unanimously approved Monday during a telephone conference meeting of the nine Canadian Football League clubs.

The sale is subject to receipt by the league "of certain covenants recommended by CFL commis-sioner Jake Gaudaur." a statement released by the CFL head office

Although official details were never released, it was reported that Skalbania paid about \$2.8 million for the Alouettes - a team whose attendance sagged by almost 100,000 in 1980.

AUTOS TAX FREE

TAX PREE CARS

ALL MAKES & MODELS

with Swes acence pictes.

RAMPY MOTORS INC. 1290 Genevo-Varuoix, 87 route Suiss Tel: 022/55 44 43, Toles: 28279 3007 Berne, Sulgenrain 28 Tel: 031/45 10 45, Toles: 33850.

TAX FREE CARS

The Soccer Scene

SL vs. FIFA — What Lunacy!

ague came to heel last when, within hours of ; 15th season, it agreed to the same rules as the

ionship between the that between Washing-ie Kremlin ... and all nericans could not agree

raw the line. to govern the point at layer can be ruled off-L has for years ching to riation, which uses a 35s' insistence on allowing stitutions instead of the nai two, almost outlawed

the 24 clubs disbanded

n the playground — is not the NASL is in dire

then does it really matter what fashioned winger whose left foot rules restrict the players?

fashioned winger whose left foot was so precise that he could thread rules restrict the players?

If U.S. clubs have their backs to

Sure, that would be phoney in the context of world standards and trends, but less phoney than tampering with the rulebook.

Besides, the threat of outlawing any player who sets foot in an illegal league is bound to frighten off the young and gifted players that NASL must, if it is to sell the pro-game to Americans, compete for.

I pause there to insist that this column is not against change. Only futile change. The NASL shoot-out system for deciding drawn games, for example, is viable and an acceptable way of inflicting drama and urging players to try to win within the alloted 90-minutes. It is acceptable because, unlike the 35-yard rule, it does not intrisically

the American tendency to use huge squads of players. It is anotherna to Europe, which only recently allowed two substitutes and even

United Press Internati

TORONTO - It is the upside-

down season in the NHL: the

small stakes seem big, the blunders

made 790 games ago come home

to roost, the good teams are easier

to beat, the bad ones play with the

frenzy of giant killers, and the number 13 is "hucky."

remaining the NHL's marathon 800-game regular season is bearing its dubious fruit — the elimination.

of five of the 21 teams for the

Stanley Cup playoffs. To be one of the teams righting for the last three of 16 available playoff berths is to

For Gary Green, coach of the

4 14 16 16 104 335 261 30 32 15 75 263 363 28 20 19 75 278 284 27 25 15 69 310 319 22 44 11 25 246 330 9 55 12 30 222 377

Division. 38 19 20 96 317 237 36 28 13 85 307 263

34 28 13 85 307 243 38 27 17 13 274 282

NHL Standings

WALES CONFERENCE

Acu filie Monday's Resolts

Mandary's RaiseRs Philodelphia (, NY Rausers 6 Baston 2, Baffalo 2 (AcNata (37), Kasper (71); Ramsay (24), Von Bouméér (17)).

NHL COMPILED STANDINGS

ali ali ili na masa nga Ya

HL COMPILED STANDINGS
(Top 14 make planeth)
W L T PtL GF GA
ders 45 17 14 184 347 222
4 16 16 184 388 251
1 2 22 13 97 319 228
Hes 42 23 12 96 341 276
phic 61 23 14 96 341 276
27 17 17 317 257
27 27 13 17 313 255
35 28 17 85 307 243

Gervin, SA Abdul-Jobbor, LA

see the world in reverse order.

With only a handful of games

the ball through the eye of the proverbial needle. In directing Derby County to the English Champion-

ship, he often appeared to perform such minor miracles. Now Hinton is at the helm of the Seattle Sounders. He coached that club to a record 25 victories last season. He captured from England one Alan Hudson, a forward of wonderful gifts but often wan-

Hinton has been busy in the close-season, too, traveling to Manchester to sign Steve Daley for British soccer," observes the hon-

continents.

The other disputed rule, the use of three substitues, is in line with the American tendents. Angeles Aztecs Saturday. More than 30,000 fans turned up to Scattle, it seems, is alive with a

ness of employing reserves in this way. But perhaps the NASL is worned that its clubs will remain reluction to the control of the control of

35 points, Alabama-Birmingham by 15 and St. Joseph's by 32. But back in December it did not appear that Indiana would get this far. That's when the Hoosiers lost

layed seven minutes. Indiana finished strongly, leadfive of their first 12 games, including a 65-56 loss to the Tar Heels at Chapel Hill, N.C., on Dec. 20.

Top U.S. Yachts Are Suspected Of Irregularities

New York Times Service NEW YORK - Irregularities related to handicap ratings are be-lieved to have occurred among at least three of the foremost U.S. offshore racing yachts, prompting the removal of two from the U.S. team in the forthcoming Admiral's Cup series and the re-scoring of the recent six-race series in the Southern Ocean Racing Confer-

The owners of the two boats that have been removed from the Admiral's Cup team have denied wrongdoing. The two former owners of the third yacht, who only recently sold it, could not be reached for comment, but an attorney for one of them also denied intended

irregularities.
The Louisiana Crude, Acadia and Williwaw finished first, second and third, respectively, in the Southern circuit. In all three cases, the irregularities allegedly involved alterations in the vessels' weight between the time of official measurement before the Southern Ocean series and the time the rac-

ing actually began. The implications of the alleged irregularities are the most serious in the history of U.S. ocean racing, and reflect the changing nature of the sport. Once considered solely a leisure pastime for amateurs, it has evolved in recent years into a highly competitive, high-pressured ac-tivity dominated by factory teams of designers, builders and sailmak-

Transactions

BASEBALL American League
BALTIMORE ORIOLES—Sent Brooks Corey
and Mike Boddicker, sitchers, and Oxides WilBarns, autiletier, to their minor league camp for

reassignment.
CHICAGO WHITE SOX—Purchased Greg
Luxinski, outfielder, from the Philiodelphila Phillies for an undisclosed amount of cash.
MINNESOTA TWINS—Traded Ken Landreaux, center fielder, to the Los Anceles
Dodeers for Mickey Hatcher, third becemon;
Kelly Snidler, first basement, and Mait Reseves,

signment,
NEW YORK METS—Sent Tom Dison and Ed
Lynch, pitchers: Bruce Bochy, cotcher; Brian
Glies and Ron Gardonhire, infletters, and Mike
Howard and Servic Beitre, outfielders, to their

SEVRES: MODERN VIII.A, double iving. 5 Inschooms, formily room, garage
Frs 6500. Cobinet Pastori 522 87 24.
TROCADERO: high class 120 sq.m., fiving. 4 2 bedrooms, camponed kitchen
upper floor. Tel: 265 98 15.
16th RANELAGH: 90 sq.m., high class
double living. 2 bedrooms, off com
forts, Frs. 5,500 net. 281 16 16. SWITZERLAND ATTRACTIVELY FULLY FURNISHED

two-bedroom flat, Geneva, for couple only. May to October. Tel: 022/94 7/ 35 evenings. **FURNISHED RENTALS**

13 East 69th Street
New York City, An outstandingly furnished two bedroom operturent with
wood burning fireplace, cable T.V., of
lines and clyric, comfortably equipped
for 4 to 8 scople, acquored to the Westbury Hotel End a few steps east of Fifth
Avenue cell Central Parit, this mobilieval
apparament offers the linest in New York Fiving in its most desirable neighbor hood. Available to carporation or quali-fied individual on long or short term loases. \$4,000 per month heating & hol water included, Maid service available. Call. Mrs. Libby Evens 212 874 03 08 or 212,772 25 42 or 212 196 66 14.

REAL ESTATE WANTED/EXCHANGE

ENT'L OFFICE SEEKS FOR ITS MANAGEMENT, Beoutiful high class opertment, 4 roo and more. Paris 285 11 06.

EMPLOYMENT EXECUTIVES AVAILABLE

ACCOUNTANT: 37, port-qualified, from London with nine years expenses in the Accountancy Profession, seeks a position in a European or Scandinavian city. Any position considered, willing to learn local language. Please write to Box 39016, 811, 103 Kingsvay, London WCZ.

Bittl. constraints. Servany executive. magaway, London WCZ.

1911. operations, German associative
33, marketing, industrial, consuling aspartence with top in'l Irms, fully brillingual. All serious offers. Box 822, Herold Tribune, 92521 Neutly codes
france.

did Tribune, 92521 Neully code france.

US MARKETING EXECUTIVE, experi ancid in Africa contracts regolation soles, export, shipping. Will moragi operations, develop new business french specifing. Box 838, Herald Tri bure, 92521 Neully cadax, france.

212-359-6273 than a march toward the impossible dream of a Stanley Cup.
"It is not a good feeling at all to 212-961 1945/461 2421

"At the start of the season, I thought we'd be up there among the top teams. We've had some trouble. But right now, we're desperate for wins. Maybe we can salvage something if we just make the playoffs."

New York vs. Chicago

Particul VI. Kansas City April 1 — Konsos City at Pertiand
April 1 — Partiand of Konsos City
x-April 5 — Konsos City at Portland
x-it necessary

CLASSIFIED ADVERTISEMENTS (Continued from Back Page)

EMPLOYMENT EMPLOYMENT GENERAL POSITIONS AVAILABLE NEEDED SMMEDIATELY for private clinic 1.) Gualified nurse, net solary Lire 7,900,000 and 2.) Theother sister, net solary Lire 8,255,000 - Both from ECC country, Free occumendation in clinic. Write Clinics Son Luca, Strada Della Vetta, 47, 10020 fremo Di Pacetto (Turin, Italy).

PRODUCTION SECRETARY for TV news bureau. Must be certifieth biliness Nous sommes une filiale de l'un des plus grands fobricants de montres du monde et nous récherchons, pour notre bureau de Schiphol-cost, Amsterdom la TECHNICAL INSTRUCTOR
ENGLISH LANGUAGE
SAUDI ARABIA
High school certificate or equivalent plane. 5 years technical experience of process of inclustrial electronismoviedge of Arabic on odvantage, benefits, housing allowance, high school and the process of the 1770 29 96, SECRETAIRE DU DERECTEUR DU MÉRCHANDISING

TROY STATE UNIVERSITY seeking full and part time fraculty. Geroducte and undergraduate programs throughout Europe. Business Administration, Pol. Science, and Morth. Send resume Polstoch 4661, 6200 Wesboden/Germ.

POSITIONS AVAILABLE NANNY-LIGHT HCUSEIGEPEZ, Sinuption ovaliable in Washington, D.C. 3 small children. Apartment attached to house with litehen, own entrance. Good solory. To be member of the framily. References required, Mr. & Mrs. Ediki, 1720 Wisconson Ave., N.W., Washington, D.C. 20016 USA.

prehensive experience in intenditing, 6 years CPA experience seeks position or CONTROLLER or AUDIT MANAGER Box 1935, LH.T., Gr. Eschenheimer : 43, 6000 Frankfurt/M., Gernsany. **PULSAR TIME EUROPE**

ADMARISTRATIVE ASSISTANT, 30, flexible, independent, trilinguol German - Franct & English, writinguol German - Franct & English, writing, speak right and looking & hard working, seeks responsible position in Paris, Freetwithin the month. Box 827, Heroid Tribans, 92521 Neutly Cadex, France.

SECRETARIAL POSITIONS AVAILABLE

TEMPOREL URGENTRY SEEKS
For American Companies in Poris
SECRETARES
bilingual English and
trilingual English, German, French,
mother tongue English, French or Germon, shorthand desirable. Apply in person, 106 ter nue St. Lezara, Paris Sth.
Tel: 273 50 02.

WANTED

TUESDAYS

in the BIT Classified Section **ESCORTS & GUIDES**

e CONTACTA INTERNATIONAL e
Escri Service in Europe
GERMANY: 06103-86122
Freshfurt - Wiesbarden - Madra: Cologue - Boen - Duessaborf Berlin - Mortich - Hamburg.
SWITZEHLAND: 0049-6103-86122
Zurkch - Basel - Lecarno - Berna Lanscous - Geaseva.
BEGEIM: 0049-6103-86122
Brussels (+ mojor cilins).
BNGLAND: 01-628 7969
NOW ALSO IN LONDON.
OTHER BEC CAPITALS
Tel: Germany 0-6103-86122

CAPRICE

IN NEW YORK TEL: 212-737 3291. CACHET U.S.A.

ESCORT SERVICE

EXCORT SERVICE TEL: 736 5877

REGENCY - USA WORLDWIDE MULTILINGUAL ESCORT SERVICE

vice, 51 Secucione Place, Londo SW3, Tet 01 584 6513/2749, 4-12 pag.

took down 33 rebounds to only 27

for North Carolina. The rebound-

ing was even in the first half, so the

Hoosiers' edge on the boards, along with Isiah Thomas's play, helped them break it open in the

second half. But this has been the

pattern for Indiana, which trailed

LSU by 3 points at intermission in the semifinal only to leave the

Early Finish

comeback by the Tar Heels, who

we want to do the whole game," Knight said. "If we can do that,

our ultimate objective is to break

down a team over the whole 40

minutes. If we can stay with our

defense and pressure the ball and

stay with our offense and be pa-

tient, we're going into the last part

Exhibition Baseball

Boston & Defroit 6
New York (AL) & Los Angeles
Montreal & Konsos City & 10 in
Pittsburgh 9, Minnesota 8
Cincinnol & Cilcogo (AL) 3

-louston 3, 10 linni: Na 15, 51 Louis 3

Another factor that hurt North

DOMESTIC POSITIONS WANTED

37-YEAR OLD trained reliable name, has nursed babies from birth upwards, free now. Fry Consultants, 7 High Street, Aldershot, Hants, UK, Tel. 0252, 315369.

BNGUSH NANNES & Mothers' Hely free now. Nash Agency, 27 Grand Po rade, Brighton, UK. Tel. 682 666.

AMERICAN BABYSITTER ovojeble Moture, experienced. Poris 380 15 94.

AUTO SHIPPING

SHIP YOUR CAR TO & FROM U.S.A.
VIA ANTWERF AND SAVE Froe hotel, Regulor schings, IFK/McGuire Airport delivery, AMECO. Kribberson 2, Antwerp, Belgium. Tels 31 42 39. Teles: 71469.
TRANSCAR 20 rue Le Suour, 75116 Paris, Tel. 500 03 04. Madrid 411 19 61 Antwerp 33 99 85. Carnes 39 43 44.
FRANSCART/MAIN-W. GERMANY. H. SERMONERT MAIN-W. GERMANY. H. SERMONERT MAIN-W. GERMANY. H. SERMONERT MAIN-W. GERMANY.

AUTOS TAX FREE

TAX PREE CARS
ALL MAKES - ALL MODELS
European and worldwide delivery.
Insurance - Shument
Open Monday through Saturday.
Call or write for FREE catalog.

SHIPSIDE

SHIPSIDE BUILDING P.O.B. 7568, AMSTERDAM AIRPOST-C Phone (20) 152833 - Telex 12568

ESCORTS & GUIDES

LONDON TOWN

Escort & Guide Service 752 7132.

GENEVA - JADE

Escort Service - Tel: 022/31 95 09.

ESC CAPITALS - ESCORT SERVICE Germany (0) 7251-5719

BNGLISH ESCORT SERVICE Heath & London Areas. Tel: 01-754 6281.

Lorgest inventory in Europe.
European, Japanese and American cors.
All brand new, also U.S. spec. Some day delivery and transit registration.
P.C.T. Export International 604, Bradebour. 2060 Nertsem-Antwerp-Belgium. Tok U31/46.50.15 or 46.50.31 or 46.70.91. Tix 35546.

TRAMSCO TAX FREE CARS
ARGEST STOCK IN BUROFE
for free catalog & stock list 95
derlaan, 2030 Antwerp, Belgium.
331.42520 Tex-3720 TEANER

MECEDES SCO SE, Lamborgiani Countach S/1981, new exteach Swiss. Tel: 031-580741, The 33802 CH.

BAGGAGE SHIPPING CONTINEX: TR. 281 18 61 PARIS. [Near OPERA], Air & Sec to all countries. Economy rates. Also moving.

SERVICES TECHNICAL INTERPRETERS in French. English, Arabic, Spanish, German, Jop-anese, Excellent references in industry. BIAT, 3 Villa Painer 75015 Paris, Tel-566 89 33 The 203 901.

566 67 33 The 200 501.
PAY INTERPRETER & TOURNSM GUIDE.
English/French. Paris S62 05 87.
TOP TOURIST GUIDE for visits in Paris.
Tel. 758 66 13.
BNTL F2 & TOURIST GUIDE to casist
you Paris & cirports 527 90 95.
PARIS EXPERIENCED ATTRACTIVE inhospietrs, 4 languages, 633 91 88.
BUSINESS BNT-BPSETER and tourism
guide. Paris 74 75 65.
PAYGEL FREDAY. Billinguag. traveling guide. Paris 774 75 to. PB/GG2L FREDAY. Blingual, treveling assistant. Paris 527 01 93.

LEGAL SERVICES NO MODE VISAS, European repre-sentative Costa Rica Icw office pro-vides you with worldwide accepted travel documents. Write Ballodano & Contr., 54/8 Via Vaneto, 00187 Roms.

Com, 34/3 vs. venero, utiliz kome. BRAMGEATION TO USA. Altorney Kichard S. Goldstein will be at Brussels Hilben from Ayr. 4 to 12 for visa con-sultations. Call or write: 63 Wolf St., N.Y.C. 10055. Tel. 272-925-8380. IN S. IMAGEATION A. UTICA MATTERS. US IAMMSGRATION & VISA MATTERS. Low Office Edward S. Gudeon, P.C., 43 Dover Street, London W/X 3RD, Telez 26/1507, Tel: 01 493 0352. U.S. IMMIGRATION VISAS. Tolar. 20, 4th Roor, Zurich, Write US Lawyer Demon Spilios, 1 Biscoyne Tower, Mi-ami, Fl. 33131. Tel. 305-643-9500.

LOW COST FLIGHTS BJROPE - N.Y. Frs. 815; Round Trip Frs. 1,630, ITS 225 12 39 Paris. **ESCORTS & GUIDES**

LONDON 666 7ck 01-628 7969 Omega Escort Service. LONDON GOO Told 01-628 7969
Omega Escort Service.
ZURICH - Tall: 00:69-6103-82043.
Omega Escort Service/Germany.
EMMARKUBLE ESCOST SERVICE multilingual. Tel: London 730 1840.
LONDON PEZSONAL Guide Services.
Phone: 01-229 9925 10am-9pm.
LONDON ANGEZA Sixort Service. Tel:
01 435 7053. 10NDON DESSE Scort Service, tel-01 589 0451.

01 587 0431.

BRITA DANESH GUIDE 5 languages,
London 730 1961. LONDON SURG Excert Service. Tel: 01 352 1354, VERONEQUE ESCORT SERVICE. Tel:

VICTORISMS: ESCORT SERVICE. Tel: 262 8614 (Landon) from 2 pm - 11 pm. ELISARSTH ESCORT SERVICE Landon. 1et 883 0626. tel 883 0626.
LONDON BEANCA Escort Service. Tel: 352 3667.
WASHENGTON OC INT'L Escort Service. Tel: 705-978-0011 cfter 6 pm.
NEW YORK ESCORT SERVICE. Tel: 712-620-0133 or 212-620-035.

NEW YORK CITY: 540 Econ Service. 212-888-0123. AMSTERDAM-Joe Be Excert Service. 200785 Buiten Wieningenstroot, 3 - 5. HOLLAND: ESCORT AND GUIDE Service. Tet 020 834053/43673C. PRUSSELLALINE Excort Service.
Phone 267 45 29
COPENHAGEN EXCULSIVE EXCCET
SERVICE Tel. 012 44 034, 5pm 12pm.
DIESSELDORE, BARCAUSS ENGUISM



Rob Hughes
sational Herald Tribune N -On the brink of diplayers totally from the ie the North American

odd nations affiliated to international governing mighty close run thing i FIFA had become as

rest of us, the halfway drawn from each goal, aich no player could be ffside. That, and the

i States altoghter.

mid. The NASL, supnew, big brother coming unily, trying to make up iles of play, and FIFA, and unwilling to hear from the upstart and g to suspend the United all who play there un-

hority was adhered to.

anding the lunacy of this

which bears all the rgumentation of two adopting threatening

ner. Three other frane plucked out of unproas and dumped thoumiles away. And the ile agreeing to new minis for the players, flouner a loss of some \$30 his distance, it seems

to be polite) that the rarchy should be jeops future and soending so ngling hours with FIFA

Who Cares? that I have seen and e offside rule makes y little difference. To a

may be appealing. To a

like former England in-1 fullback Bob McNab,

I rule is a reinous inhibiy transfers the available n one guy to the next. rd may revel in it, as did uncis with his electric acin Detroit, but the de-I simply not be able to pe of energetic overlap-that fullbacks and s the world over are de-

a springboard to swift e fact that soccer is still netender, using grounds football, squeezes the width only about two-European soccer pitch. e enterprizing coaches a Bay's Londoner, Gorcomplain that the 35what the fans want. e, the opening weekend's what is clearly a desperng season were short of and spectators. Jago's the Rowdies, kicked off

car - and lost he risk of repeating onenot also true that the or boring soccer or boring in sport very often hands of the coaches?

25,000 --- 6,000 down

tertainment First aining is the name of the on earth are the imports in the United States ting interior European to know chiefly how to in on space" or, for the unitiated, stifle the flair pponent? ttaining is important.

ton in his squandry of that talent.

less than a quarter of the £1.4 million Manchester City paid Wolves two years ago. "I like buying players whose chins are on the floor, and whose families want to come to America rather than to face the dole in the drastic times ahead of

young coach willing and able to

With Kevin Bond, son of the

Kelly Snider, mrs towerham and photoner, pitcher.

NEW YORK YANKEES—Optioned Steve Bolton, Riss bossmen; Brion Ryder and Andy McGofffeen, pitchers, and Juan Esolno, cotcher, to Columbus of the International League. Signed Dave Lemanczyk, pitcher, for a tryout.

Notional League

CINCINNATI REDS—Sent Gres Mahiberg.

pitcher, to Springfield of the America

Noticed Hockey League
HARTFORD WHALERS—Recorded Kevin
Kensp, defensemen, from Binghomton of the
American Hockey League.

NHL Closing Out Upside-Down Season Washington Capitals, the 75th with upstart Edmonton and Wash-game of the season on a balmy ington.

For Glein Sather, coach of the fast-improving Edmonton Oilers, life can be as uncertain as the spring weather and just as exciting as a Stanley Cop final.

carazy. And the Oilers' captain, Lee Fogolin, said: "If we had a .500

to be 16th more grueling and hu-miliating than for the Toronto Maple Leafs, whose hockey past is steeped in winning tradition. The Leafs hover in 16th place, at war

NBA Leaders

20 ED6-423 2095 24.2

77 734 489 1947 25.5

71 710317 1747 244

82 794 622 2014 24 A

ington.

The Leafs have done everything
They have. backwards this year. They have, for example, won more on the road than at home. They have made trades in reverse fashion. They traded Mike Palmateer to the Caps to get a better defenseman in Robert Picard, then dealt Picard away to Montreal to get goalie Bunny Larocque as a replacement for Pal-

Pittsburgh Pengiuns.

After suffering a dispirited loss to the Penguins to fall into 17th place last week, the Leafs edged the Bruins, 3-2, marking their first

Maple Leafs, cautiously ventured that the cellar-war made black seem white and the lucky seem un-

After struggling through a two-year string of feuds between play-ers and management, three coaching changes, and a defense that rates as one of the worst in the NHL, the Leafs acknowledge that the playoff race is more a rescue

be in this position," Sittler said.

Andria — Chicago et N.Y
April 3 — N.Y. et Chicase
2-April 5 — Chicago et N.Y.
Philadelphia v. Indiana
March 31 — Indiana et Philadelphia
April 2 — Philadelphia et Indiana
v-April 5 — Indiana et Philadelphia

EMPLOYMENT

PRODUCTION SECRETARY for TV
news burseau. Must be parfectly bilinguol written/spoken Fresch/English,
should have TV and news expenseros.
Send CV in Fresch and English to Box
834, Herold Tribune, 92521 Neully
Cades, France.
NEEDED: YOUNG MAN, preferably
university student, English specking assential to supervise 4 tearnage boys on
comfortable you'ld in Greeca. July 115. Tek April 2-7 from 8-9 a.m. or 67 p.m., 260 52 73 Paris. DU MERCHANDISING

Elle assistera le directeur du manchondi
ing dans les diverses activités du service
telles que: traitement des constande
recues, contacts ovec les distributeur
suropeers, recherche des manches e
des produits, courrier, etc.
Pour s'acquatire de ce havoid de
monisers satisficiante, nous demandons
- Un inveau d'etudes secondaire
(HAVC)
- Une satide experience administrative
- Conneissance du traitement ED

ACCOUNTANT, GERMAN, 42,

Fin vue des controcts internationaus, une excellente contraissance de l'anglois et longue naternelle, de professione, franceise.
 Bicollente steno-dactylographie congloise et l'au franceise.
 Age eviron 25 ans.
Lin cambidate devre etre precise, energique, prindre des initiotives et être copole de s'infégrer dans une petite equipe.

Boite Postale 7702, 1117 ZL Schiphol-cost au telephoner au (1820-137011) en demandant la Direction du Personnel.

Herdd Tribune, 92571 Neuilly Cadex, France.

VERY MOTIVATED FRENCHMAN, 30's, with discellent opportunity of the discellent opportunity opp

APPLICATIONS ARE INVITED FOR THE POST OF SECONDARY SCHOOL DIRECTOR at the International School, Hamburg, beginning September 1st, 1991, ISN is a coeducational day school with 600 students (K-12). The secondary school (6-12) currently has 220 students, instruction is in English. The program in the secondary school includes proporation of both the GCF O' level and International Boccolaureate. Applicants should have previous experience in a smaller administrative post and of least five years' tracting experience with the LE program would be an advantage. Guaffied persons are invited to apply by smaling a resume outfining qualifications and experience authinities of apply by smaling a resume outfining qualifications and experience authinities to apply by smaling a resume outfining qualifications and experience authinities to the Headmenter, Internationale School EV., Holimbrook 20, 2000 Humburg 52, West Germany. Applications should be received by April 28th.

ESCORTS & GUIDES

LONDON Portman Escort Agency 67 Chiltern Street, London W1 TB.: 486 3724 or 486 1158

ZURICH Manique Extort and Guide Service MALE AND FEMALE Tel: 01/361 90 00 **ARISTOCATS**

ESCORT AGENCY Tel: 231 1158 or 251 8818. CLASSICS

AMSTERDAM ESCORT GUIDE SERVICE Tel: 247731.

LONDON ESCORT SERVICE Tel: 794 5218, 431 2784.

74216 471 augustus 76 Apollolusm, Amsterdom (0) 20-766176. 700170. LONDON CONTACT Super Service Tel. 01-402 4000, 01-402 4008 OR 01-402 0282.

LOUISA ESCORT SERVICE Hackhrow, Surray and Lendon Arace, Tel. 01 370 4699, noon-10pm.

HEATHROW ESCORT SERVICE. Tel. 0452 23146. 12 cm - 12 pm.

YESHNA - HARMONY Escort Service. Tel. 63 89 95 or 02244/2418.

VENNA - MICHEL ESCORT Service. Tel. 57 47 64.

SENEN CEV PSCORT Service. Tel. 87 47 64. BERISN CITY ESCORT Service Tel. (130) 874999. PRANKERST - WESBADEN - MAINZ SHIRLEY Exort Service 0611 / 2627 25, HAMBURG ESCORT SERVICE, Tel: 000 45 65 01. DUESSIDORF ESCORT SERVICE, Tel-0211-492605. FRANKFURT ESCORT AGENCY. Tel: 0611 - 691653.

RCME BURCHE Excert & Guide Service. Tek 06/5992604 - 599 1146 10 cm. - 10 pm. MIAMI, FT. LAUDERDALE, FLORIDA-Apple Pie Sicort Service, Tel: (305) 949 9421 & 471 3056.

FRANKFURT - MANJA Austron Excert Service, Tel: 57:5046 CHANTELE ESCORT SERVICE. Lon-don 231, 11:58 or 231 6818. LONDON EXECUTIVE Scrott Service Tel: 267 3106. IONDON JACQUELINE Excert Service. Tel. 402 79 49. EURICH ESCORT SERVICE Tel. 156 94 60 38 6 • 8 c.m. Mon. - Fri. ZURICH-SIMONE ZSCORT Senner Tel: 242 85 10.

Park & spins 3. 900 to 10 e de la composición dela composición dela composición de la composición dela composición dela composición de la composición de la composición de la composición de la composición dela composición de la composición de la composición del composición dela c **建**原*2 15 **- 198** Marketine. Marie . Pierranjan 🗸 😅 The second second See Trans. No. 59.75 等 下 *** 特 第 · · · 群 :-ST. Will. W# 17 pt Section 1886 River A 7. m. 1. m. Section 2

the financial wall, is there not a nucleus of coaches prepared to form an attack-at-all-cost cartel?

est Hinton.

reluctant to use American-born or 350 yards from the goal Rules,

layers. as always, mean less than atti-For all the criticism here, there tudes, and the wise man plays is room to appland an NASL within them and creates from winner. Alan Hinton was an old-

> spring night against the lowly Hartford Whalers in Connecticut can be a called a struggie between champions. "Now it's on to another very important game," Green said after his team recently defeated the De-troit Red Wings. "When you get into the last 10 games, it doesn't

matter who you play, you still have to work for it. Nobody will give

you two points." 'A Crazy Race'

"It's a crazy race," he said. "One day we are in 15th place, the next we are 17th. We are in the playoffs on Monday and out on Tuesday and back in on Wednesday. It's

record the whole season, we could be fighting for 10th place instead of 16th." Remember that game in Octo-ber. "If we hadn't lost those first two games against Quebec and Colorado we would have it all locked up now," Fogolin said. For no team is the epic endeavor

NHL Leaders Gretzicy, Edm Teylor, LA Simmer, LA Richard, Que P.Stastay, Qu

They have often played brilliantly against Philadelphia and the New York Islanders only to to lose to cellar-dwelling neighbors such as the Winnipeg Jets, Oilers and

victory over Boston in 13 games Darryl Sittler, captain of the

lucky. "I "I guess the number 13 is lucky," he said. mission to salvage tattered pride

NBA Playoffs

Les Angeles vs. Heuston April 1 — Houston of Los Angeles April 3 — Los Angeles of Houston x-April 5 — Houston of Los Angeles

minor leasure comp for reassignment.

ST.LOUIS CARDINALS—Optioned Jeff Little.

GENERAL POSITIONS AVAILABLE HIGH CALIBER TELEX OPERATOR Fluent French & English for excellent opportunity to supervise a small but so-pristicated communications dept. including: telex, foresimile, he fire, scalette terminal site. This challenging position is opened to currer motivated nam about 30 years. Please sand handwritten C.V. & photo to: Mr. Nacoopowa, 6 rue de Berti, 75008 Poris. **ESCORTS & GUIDES** ESCORTS, N.Y. - CONTACTA INTERNATIONAL EVERYWHERE, U.S.A. ESCORT SERVICE, EVERYWHERE YOU GO, AMERICAL

> INTERNATIONAL **ESCORT SERVICE ESCORT SERVICE** AND PROMOTIONS NY-USA
> Travel caywhere with
> multingual escorts.
> Major Cheef Carels Accepted.
> 212-765-7896 or 765-7754.
> 330 W. Selfs L. N.Y., N.Y. 10019.
> Interropional Escorts needed

NEW YORK 212-242-0838 or 212-874-1310 MANI, RORDA 305-625-1722 FT. LAUDEDALE, RA. 305-962-5477 Other major cities evailable on request. Tel: 212-838-8027 8 212,753,1864 LONDON By reservation only. LONDON - CHRISEA GUR, Escort Ser BELGRAVIA

Escort Service LONDON 437 4741.'2 12 noon - midnight LÖNDON

AMSTERDAM

FRANKFURT - KAREN Excert Service.

e Propinsi di Santa d **締**しのハンティ 76 grand and the · * - - -M. Ward ● 【【红油】 河南 Most Server 12 m - معيون . -

Killer tree

Sales ...

e de la composition de la composition

French.

dia .

والمتحاضية والمتحت

يب ع.

griege

₹ #Vm:

r, Carrier

AGENT.

1

المراجعة المنطقة

de Con Services of 変換さる ト ده افتنسی وی ب errer " W. Commercial Services No. Trick in the second **.** - . . -

....

 $\left(\frac{1}{16\pi^2}\right) = (2\sqrt{2}\pi)^2$

22.00

401.42

*

22.5 416 agy 400° ° eginery -÷ . ~ · **19** (1977) 3 $L_{w,i}$

72.67 **3** n . .

1.11.

Markey 1

Observer

The True Horror

By Russell Baker

NEW YORK — This began as an amiable, tongue-in-cheek piece about the Reagan administration's decision to bring back the battleship, but a friend burst into the room. Somebody had shot at the president. The bulletins tumbled out of him: The president's press secretary shot in the head. Policeman shot

Secret Service agent shot. Despite so many years of it. the responses were precisely the same as always. Incredulity. Then a wave of horror

and revulsion. Baker The involuntary groan: God." Then the dash for the televi-

Across the country, the whole nation was running through the same reflexive responses. Millions and millions are millions and millions of peo-ple so diverse that no leader can induce them to make three consecutive notes in harmony, but a single gunman could instantly orchestrate a national gavotte of incredulity, horror and revulsion ending in tered in his diary when he looked a continental town meeting before back on the first atomic bomb exthe television screen.

Fortunately, the president had not been hit. Naturally, the first bulletins from Dallas in 1963 came to mind. "Shots were fired near the president's car," they said. No indication that President Kennedy

had been hit, though he had been. The another bulletin: First bulletin in error. Bullet lodged in President Reagan's lung. Surgery imminent. Vice President Bush recalled to Washington from Texas. Cabinet officers assembling at the White House. A glimpse of Mrs. Reagan running into the hospital emergency room.

Something must be said about all this, but nothing remains to be said that has not been said before over and over. Everyone is tired of ragings against the easy availability of handguns. That's the tired old liberal response every time, and Congress is as tired of having to ignore it as the pistol lobby is tired of having to explain that guns don't kill people, people kill peo-

Anyhow, what sense does it make any more? There are so many pistols out there, millions and millions of them. An acquain-tance of mine died not long ago at the hands of a burglar who happened to have one as he went about his work. I went to attend the funeral and before I got back John Lennon died at the hands of an autograph seeker who hap-

pened to have a pistol.

On each occasion I heard the news with incredulity, followed by a wave of horror and revulsion and an involuntary groan of "My

Over the years I have uttered that "My God" for John Kennedy at 1 o'clock in the afternoon, for his brother Robert at 7 a.m. on a beautiful June morning, for Mar-tin Luther King in a windy spring night, for my friend just before bedtime in the Christmas season, for Ronald Reagan in the middle of a rainy afternoon with an ami-

about President Reagan was announced, what instinctively emerged was "My God." These were the words — "My God." — which the co-pilot of the Enola Gay entered is his distant when he leaked. ploding on Hiroshima.

What they express, I suppose, is a sense of something happening that is too horrible for a man grasp. In the case of our increasingly commonplace American shootings, this horror transcends the violence committed upon the dead and wounded. It is the destruction of the fragile civility of American society that causes the shudders.

The true horror is the constantly mounting evidence that our efforts to govern our relationships with each other civilly through dis-course, accommodation and peaceable democratic persuasion can be destroyed in an instant by the whim of a gunslinger and the awful implication that, finally, our destiny is at the mercy of maniacs. So there will be no amiable tongue-in-cheek discussion of bat-

tleships today. That would be civil discourse, which is out of place while we still lie in shock under the power of the gun.

New Yark Times Service

Financial Adviser

Linda Beltramini Is One of the Tough New Breed Helping Wealthy Foreigners Invest in the U.S.

By Ann Crittenden

New York Times Service

NEW YORK — Those who think conventionally might mistake her for a glamorous European sophisticate, which she is, or the financial adviser of a fashion business, which she is.

But few would guess that Linda Beltrami-ni, a worldly resident of Brazil, Britain and Switzerland, is also one of the toughest and sharpest of a new breed of financiers in the city: the secretive cadre that helps wealthy foreigners find ways of investing their money in the United States. While her name is not well known outside

a tight circle of investment advisers and foreign investors, she was identified recently as the architect of the \$8-million sale of Henri Bendel to a Swiss group and the accompany-ing lease of Bendel's 57th Street store to

other Swiss investors.

From a glance at her chauffeured Mercedes, her Fendi furs and her East Side town house, it is not readily apparent that the 34-year-old Mrs. Beltramini has run not one, but two multimillion-dollar businesses.

Her first was a commodity trading concern based in Geneva that she founded when in her mid-20s, and built into a \$10-million operation with 26 employees in six countries. She closed that company four years ago, however, to join her husband, a Swiss psychiatrist, in New York.

Among other things, in that earlier incarnation she sold grain and other commodities all over Africa, including Idi Amin's Uganda, and traveled in and out of wartime Beirut disguised as an Arab.

Hoes and Faherge Eggs

She says she once filled a Ugandan order for 10,000 hand hoes by buying the type of hoe needed in Britain, carrying it in her Gucci bag on a flight to Brazil, having 10,000 hoes made there, and shipping them to Kampala at a dollar each under the British price.

At the other end of the African consumer spectrum, she delivered two Faberge eggs for Emperor Jean Bedel Bokassa of the then Central African Empire, who has since been deposed. "For Bokassa," she said, "the markup was 200 percent."

Over a recent \$125 hunch at La Cote Basque, where she dines almost every day, Mrs. Beltramini made her work seem as casual as buying a Saint Laurent.

"I always look for the holes," she explained with languid confidence. "The big grain companies didn't find it worth their time to cultivate 2,500- to 10,000-ton sales to the smaller African states, so I filled the

In New York, the gap she has spotted is the customized servicing of individual for-

eign investors, who still see the United States as the place where the last capitalist will die. "She's a private investment banker," said Patrick Kealey, president of Wood Macken-zie & Co. Inc., the English investment bank, in New York. "She deals with the working jet set' — individuals of substantial means who, by and large, want fixed assets. It's a niche not filled by commercial banks, which can't get into direct investments, or invest-ment banks, which aren't that familiar with

Multilingual Managing

At the moment, Mrs. Beltramini says she is managing about \$50 million, in five languages, for a clientele of South Americans, British, Swiss, French Italians and the U.S. subsidiary of one of the biggest construction companies in Brazil, Gomes de Almeida, Fernandez S.A., of which she is executive vice president.

About \$30 million of the funds have been invested, two-thirds of it in Manhattan. Most of the money has gone into real estate. When asked what her criteria were for property investments in New York, Mrs. Beltramini, who also was recently appointed a director of the First Women's Bank, promptly replied,

"prime, prime, prime."

Her best-known, although not her biggest. nsaction was the recent \$8-million sale of Henri Bendel, the prestigious Manhattan women's store, to a group of Swiss investors and the simultaneous lease of the building to another Swiss-based group.

According to Geraldine Stutz, Bendel's managing partner who became a 30-percent owner as a result of the deal, Mrs. Beltramini was responsible for the unconventional transaction and came up with the profitable idea of leasing five floors of the building to wholesale fashion and fragrance manufacturers, a market that will be opened late this

spring.
At the same time, Bendel's, reduced to five floors from 10, lost only the bridal shop and its spacious dressing rooms ("they were like ballrooms," Mrs. Beltramini said) and has seen its volume climb by more than 25 percent in the last six months.

"She is a brilliant conceptualist," Mrs. Stutz said. "She sees the creative possibilities in an investment faster than anyone I've ever worked with."

Mrs. Beltramini cannot be persuaded to talk in detail about any of her other deals, except to say that they are almost always in cash, and that she never invests in public

The confidentiality she can promise her clients, she said, is one of her major competitive advantages.

"You must appreciate the fact that these are prominent people," she said, "and it



Financier Beltramini

would not look too good if their governments knew that they were putting some of their wealth in the United States."

wealth in the United States."

Currently Mrs. Beltramini is intrigued with the possibility of structuring joint investments by foreign and U.S. investors, combining the foreigners' desire for long-term capital gains and the Americans' interest in tax shelters.

She is in the process of trying to set up three investment funds, one for some individuals in Paris who want holdings in mature, high-technology companies; one for Ameri-cans who are interested in real estate tax shelters, and one for both types of clients.

Mrs. Beltramini was born in Britain to a British mother and a Brazilian father, raised in Brazil and educated in Britain, France and Switzerland. At the University of Geneva she

was a classmate of Diane von Furstenberg.

She acquired much of her ease and familiarity with international finance from her father, who was a representative of British arms manufacturers in Brazil. She seems to be coolly indifferent to the notion that there is anything unusual about a woman wheeling and dealing in the most traditionally mascu-line fields, all the while presiding over an en-tourage of servants, five assistants and a 2vear-old son.

"I never think about that," she said. "If you think you're a woman in a man's world,

you're dead," she said. She added, however, that it was sometimes easier to trade in Africa than to work in more cosmopolitan circles. "In Africa people may be rude or harder to see at first, but then you can develop a solid business relationship. In Switzerland, they can be so civilized and gracious, and then never call you again."

SPAIN -

PLENDID RESIDENCE, 5 bedrooms

An Ounce of Preven PEOPLE: An Ounce of An Ounce o

Prince Charles, heir to the British throne, was delayed briefly upon arrival in Wellington, New Zealand, while quarantine officers fumigated his plane as a precaution against possible introduction of foot and mouth disease, which has been reported in Britain. Wellington is the prince's first stop on a 13-day tour of New Zealand. He is on a five-week official tour which will take him to Australia, hair was still a bit damp. Venezuela and the United States. After a 10-minute delay upon arrival, Prince Charles was whisked Television producer away to his first engagement at the city's main cricket ground, where 11,000 school children waited. Meanwhile, Lady Diana Spencer, who wept at her parting from Prince Charles when he left Sunday for the world tour, will have a busy schedule in the days ahead, Buckingham Palace said. . . . Buckingham Palace disclosed that Prince Charles will be married in Royal Navy full dress uniform and will have not one best man but two princely "supporters." The best man's duties will be shared by the

prince's brothers, Prince Andrew and Prince Edward. Andrew, 21, will carry the wedding ring.... A prelate who has publicly criti-cized both the royal family and Margaret Thatcher's Conservative government was named bishop of London, regarded as the third highest post in the Church of Eng-land. He is the Rt. Rev. Graham Leonard, a 59-year-old religious conservative and social activist who has been serving as bishop of Truro. He will succeed the Rt. Rev. Gerald Elison, who retires next month.

Enrico Macias, French composer and singer, has been honored in New York for giving the UN Chil-dren's Fund the copyright to one of his songs so the royalties can help children around the world. The song, already a hit, is "Malheur a celui qui blesse un en-fant" — Bad Luck to Him Who Hurts a Child — with music by Macias and words by Jacques Demarny. It has been recorded in New York and Paris. French UN Ambassador Jacques Leprette stood by as Tarzi Vittachi of Sri Lanka, the fund's executive director for external relations, present-ed Macias a framed citation at a reception.

Leuren Bacall took her curtain calls at the Broadway opening of her new musical, "Woman of the Year," wearing a light blue terry

cloth bathrobe and dryin with a towel. Just before curtain fell, leading m Guardino had dumped a water over her head --the show. She'll be doing cloth bit every night as ke show turns. For the open party, Bacall turned up a ford Plaza. Hotel balled slinky black sequin-Halston evening gown.

* * *

Lear has attacked the R. Falwell and his Moral Ma offering "simplistic sold" said the real problem in the states is an obsession with the single most tive societal disease of our and the single biggest rethe decline of public more than the state of public more than the same of the same ethics — is American leibh fixation with what has kike known as the bottom light said at Northeastern Unitary Boston after accepting and for defending First An sciberties. "In industry, go or academia, leadership where seems all too read Go the future short for a move success," said the produced in the Family" and other so't cited the race for TV audge, ings as an example. "No a take a chance with an origin innovative idea," he said. ath

Chicago Mayor Jane By have started a mini-trend decided to live part-time crime public housing proj the Rev. Dr. Buck Jones candidates for mayor of to promise to move into a St. Louis project if electe said of the project: "Shoo an everyday affair. Most have code violations -plumbing broken windor screens, inadequate beat water, piles of garbage ar insects and rodents aboun ther Democrat Vincent S nor Republican Jerry War accepted Jones' invitation,

Quote - Bill Rafferty of "Real People," explaining Davidson at a taping that the-road life was less girls than non-show-business pep lieve, said: "People think n fast cars and fast women. At it's just fast food." —SAMUEL JU

REAL ESTATE TO RENT/SHAY

Renthouse Internaty

020-448751 (4 li

TOSCANA, NEAR CORTO

PARIS AREA FURNI

rest and sale, conve with land for holida Alamo Real Estate. V Cortana (AR).

Amsterdom, Bolestein

ITALY

CLASSIFIED ADVERTISEMENTS **DIVORCE IN 24 HOURS** STELLA SQLARIS The yacht-Ree MOVING STELLA OCEANIS INTERNATIONAL

MOVING

ANNOUNCEMENTS

CAMPS *LA PELOUSE* CLUB VERT, riging (ponyl, damos, photo, notare. Sizis series (co-ed). Vecarisons (6-de): Series sonst. 140 Aves. de la Republique, 91230 Marsignen (20 Iams. Parsi). Tels 903 95 60 7 140 23 36.

29 Mariahilfer Str.

within Europe).

Address

City/Country

with check payable to J. Prokopp.

HOLIDAYS & TRAVEL 3-4-7 DAY CRUISES

CHARTER A VALET YACHT in Greece direct from owner of largest fisst in Europe. American management. Excel-lent crews, service, maintenance, gov. bonded, Volet Yochts Ltd., Alta Them-istokleous 22C, Fircaus, Greece, Tel. 4529571, 4529486, Telest 21-2000. MELINE COUPONS 1/2 fore on TWA, PAA, etc. 24 hrs. (USA), 202-347-5303. **EDUCATION**

The best of the Greek islands, Egypt, laroal, Cyprus and Turlary. Every Monday and Tricky from Prosest, Flacts apply to your troval agent or SLIN LINE, 2 Kor., Service Str., Athens.
Tales: 21-5621, Phone 3228-883

BIG WINNER in the Tax-Free

1st Prize: US \$ 560,000.00

2nd Prize: \$ 350,000.00 3rd Prize: \$ 280,000.00

4th Prize: \$ 210.000.00 5th Prize: \$ 140.000.00

30 Prizes of \$ 70,000.00 each

PLUS 39,265 Other Cash Prizes up to \$ 35,500.00!

Total Prize Money: \$ 22,125,250.00

And ther's a wonderful opportunity for you to win, since only 70,000 tickets are sold (compared to 300,000-400,000 in other

lotteries). Highlight: one out of every two tickets wins at least the

cost of the ticket. Make a date with luck. Order now, using coupon below, your ticket(s) for the 112" Austrian National Lottery.

PROKOPP INTERNATIONAL the official distributor for the Austrian National Lottery.

(Since 1913)

Please send:

valid for all 22 Weekly Drawings of the 112*Austrian National

Lottery beginning May 18th, 1981. For the mailing of all winning lists, I add US \$ 10 for Overseas Airmail Postage (or US \$ 7

I enclose total payment of US \$

(Please print clearly) OMORROW • MAIL TODAY • WIN TOMORROW • MAIL TODAY

Please send further Information.

Austrian Lottery Starting Soon

ITALY

PRENCH TEACHER. Private lessons in French & intensive course from 8 to 22 April Paris 585 84 44.

HOTELS RESTAURANTS NIGHT CLUBS HOTEL LA PENICE et des Artistes. Pre-ferred for its orique etmosphere, lus-urious comfort, but moderate prices. Neur Theatre La Fenica, 5 mins wall-ing distonce from Se. Marco Square. Reservation, Tel: 41 2233 Vession Tr. 41 1150 Fenica. Marager Dante Apol-losio.

MOVING

1061 Vienna, Austria.

...... Full ticket(s) at US \$ 504.00 each.

Half ticket(s) at US \$ 252.00 each.

Quarter ticket(s) at US \$ 126.00 each.

INTERDEAN The International TUDOR HOTEL, 304 East 42nd Street, New York City. In fesh-ionable, East Side Monhatton, half block from UN. Single from \$48, doubles from \$60. Telesu 422951. **LET'S TALK ABOUT LUCKY YOU!** How would YOU like to be a

NTT. MCVING & EXPORT, baggage. Air & sea freight, imparts, containers. Marin'Air Fret, 8 r. Deban, Paris 16. Tel: 288 73 97, 647 70 11 Th: 630685F

REAL ESTATE FOR SALE

Anartments Cote d'Azur ANTIBUE; just discovered, unexpectedly still ovalidate, this outstanding new 1-bedraom operatural, generous proportions, large fully equipped litchen, thrapione, private gardens front and back, comple storage, garge and parking space, included. Fine black, imposing space, included. Fine black, imposing space, included. Fine black, imposing space, included for present price in control black. To estimate for present precises commitment. FF 730,000.

NICE another true first, quiet square 50 yands from featous sections fromenate, southfoliony 1-bedroom opertisent under construction, to secure now. Bolcony, see view, pariery, only IF 520,000.

DREAMS Egilsh-German Section Espace Grisnaldt, 11 rus Mactavasa, 06000 Nice, (93) 87 27 54.

CANNES: 10 kms. from Grosse, morvet-ous villa, carved stones of provincial character, contooling the sec. 2 lev-els, large living, fully excupped lithou-ty. Large leving, fully excupped pro-dry. Large levinces with borteones, 1 leur-chy. Large levinces with borteone & pzzzo oven, heated pool. Land with becufful garden & tennis, Justified high price. Write Box 825, Herald In-turne, 72521 Neully Cadex, France,

CERMANY 2 PURNISHED VACATION HOMES The Rheen is an extraordinarily health-fresh air resert area just 1 hour north-east of Frankfurt. Ideal for the year-round sports fan - mini and 12-hale golf course, sit (20 fife), swim, hennis, horse-back naing. Ist: 818 sq.ft. - 4 rooms, litchen + both, garage, balcony (183125,000). 2nd: 463 sq.ft. - 1 room, litchenette, balcony (18545,000) negoriable. Write to: Mr. Alshush, Staatwold 111, 5300 Bosn 2, W. Germany.

GREAT BRITAIN BNGUSH MANSION in 10 core Northeast Coast, 20 bedrooms, ball room, gatheried ball, Fully furnished offers \$45,000, Freshold, Private sale - England 0274 874517.

TALY Ancient forms, old esteres, obondones chopels, venerable parks, age-old gar dems, ancestral pataces and macons in TUSCANY/TRALY ASOUTH OF TRANCE

Building of exceptional class. seption + 2 becauses, 2 batts dressing. Moid's room, 2 portangs. Tel: 359 23 01, 9 AM - NOON. ATTENTION BUSINESSMEN: Publish your Business Message in the International Herald Tribune; over a quarter of a million readers worldwide, most of whom are in business and industry, will read your message. Just telex us Paris 613595, before 10:00 a.m. ensuring that we can telex you back and your message will appear within 48 hours. You will be billed at U.S. \$8.20 or local equivalent per line. You must include complete and verifiable billing address.

BUSINESS OPPORTUNITIES

COMPUTER PORTRAITS

N RUL COLOR OR S & W
AN INSTANT MONEY MAKER
THAT CAN EARN YOU
\$6000 * \$9000 per month
A portroit from a five subject or from a
photo in loss stom 60 sac. This can be
enstorely transferred on to a Tehirt or
meat any tesdie item. Full or port-time.
ALL CASH BUSINESS. For toble. No experience necessory. Escalent for shoplorder, corrivols, foirs or any high traffic
location. Total price DM 3250 which
includes full older option.
KEMA COMPUTER SYSTEMS
DEPT. 54 BEXINOVENSTR. 9,
6 REANGURET GERMANY.
TELE: 4122713 KEMA.
TEL: (0)611-747308
Office hours 10 q.m.-6 p.m.

AGENTS/DISTRIBUTORS

IET PROOF VESTS.
Meet the growing need to combat ter-rorism. We offer till backup, engineer-ing, service and overnight delivery.
Contact. CCS Communication Control in Paris -720.39 61 In London - [01] 408-4337

Statistics indicate that you will probably live quite healthly to a ripe old ope. Expenence proves that your Capital Sovings probably will not.

Good advice can only help, for you investment problems address yourself if full confidence to us:

EXPERTISES FINANCIERES
PRIVEES S.A.
Exvestment Consultants along 1971

3, Av. Pertens, 1260 Nyon, Scient Tel: 022/61 60 4],

MILITARY BROKERS

American owner of German company colling on non-military accounts throughout burges is interested in representing your products to U.S. military on a contract basis. Have 4 years experience or sep to military PX and hi-5 shops. Excellent apportunity for broken needing only port-time representation in Med. and Netherlands. Contact: European Office (Morece: Genibil), Postfoch 27, 6918 Wieslach 4, Telex 46 73 14,

NIGERIA: We require all types of prod-ucts for Nigeria especially toodstuffs. We also can undertake research and commissions for companies interested

PARIS & SUBURBS

AVENUE FOCH

4 rooms, 160 sq.m. Living. Dining. 2 bedrooms 17 sq.m., 2 bethrooms on ov-enue. Equipped kitchen and office. Dressings. Tel 704 58 75 (11 cm-6 pm).

Foreign Company Sells

AVE. GEORGE V

International Business Message Center

7 ROOMS Rue de Prony, about 197 sq.m. 4th floor and 2 rooms on 8th floor. Passibility liberal profession. Nature BOGGIO - POLA Tel: [1] 704 92 71 Franca. RANELAGH (Paris Téth) studio, high class, 40 sq.m., all comfort Frs 1900 charges included. 503 19 04 SWITZERLAND SWITZERLAND: Apartments

PARIS & SUBURBS

MARCHE DES NOTABES

OFFSHORE

BANK & TRUST CO. FOR SALE

LICENSED READY TO OPERATE

\$45,000-CASH

Box 15037, Herold Tribune, 92521 Neutly Cedex, France.

PANAMA

tile for informative free brachung per incorporations of Pancana com-less stip registrations, trust services spany management. Our subsidiar is Pancana's largest management company

COLOR TELEVISION

Longs quantities of any size available from one of the world's largest CRT re-buildars of extremely competitive prices. Exerant a color TVs, Container loads or 100 or 250 Solid State Bush & Thom, convertible for most countries worldwide. Geologicos by return telex 557323 1851 C G.

Original Handmande Copperware
Very exclusive conservice, pols, pons,
Turnat coffee pols, of our electric
torges, locals, fondue sets, doubly
finned, with fice. Bross handles, verious
rares, everiable one year's production
se-stock Homburg. Very interesting
prios. Write HT, Box 1822, Gr. Exchingrelease Str. 43, 6000 Fronkfurt/Germany.

GOLD AT DESCOURT
Producing gold mine (Placen) needs sepossion capital loan of \$1 million. Will
deliver 3000 oz. of gold per month or
10% discount on 1-year contract. Secured payment in 6 months. Call. I.
Branch of 702-302-0073 (U.S.A.). First
funds closes deal.

WE MANUFACTURE AND EXPORT
SQUEEZE PLASTIC TOYS for children
and pats. Good workmonthly, compatfive prices, prompt delivery, leterated
supporters places contact, Magnificant
Company, Central F.O., Sea K.5901,
Hong Kong, Talus: 64669 SUNFA, HX.

SURGICAL APPLIANCE BUSINESS see Philadelphia, vary profitchs, Ful-, by staffed 3 offices, principal presently operating from coroot, insteadate expension possible. Subtable forportnership, sole or obsentes management. Minspun USS 100,000 cesh required. R. Torgon 16/3 - Ein Rogel, 93543 Jerusden, broot. Tels (02/13339, bt. 26144 BUSM IL offin, Torgon

SPANISH CLUB Property Edition, 5
Covendath Square, London WT, 801S904013 4/5/6th April 11.30 to 5,30.
PROPERTY COSTA DES. SQL
LUS 23,000 to US\$ 150,000. Terrenouinos to Estepona and Gibraitor. Talk to
Garold. Elis, over 12 years selling
property to OVERSEAS CLUBITS. Afferward Box 17, Arena Beach, Estepono (Matagol).

BUSINESS OPPORTUNITIES

England, Tel. of 103 5568. SAIE, SFr. 4,500,000 bays Germen bank ideal for firm requiring own bank. Principals only control klobomar lac., Box - CP 94, 1211 Geneva 6; Switzerland. PNVESTMENT backing required for fire arts gallery to serve int?. Clerkels from Micros, Pila. Control Danion Sci. Sci., Altoney, Tolski. 20 IV CH 8001, Zurich, Tel. 211 46 68.

Zurich, Tel: 211 46 68.

WANTED RETAILERS/DISTRIBUTORS
to sail original jeans, U.S. mode. Three
major ones. Moore Enterprises, 8
Mecdow Rd, Scondole, NY 10583.
U.S.A. Telex 710.569-0316 FESMA.
PUERTO RUCO, U.S.A. BARGAIN
E-Notel Intercentions of \$3,230,000,
170 rooms, Cosino, Disco, 20 occes,
local support. Sailer, Route of Peri
36A, CH-1009 Puly, Tel. 021/27 73 71
WE ART RUTPERS FOR RESTIEST. Geo-

384, CH-1009 Puly, Let 02(72/37)
WE ARE BLYTES FOR BERTISH, German, Italian prestige core with US specifications. Inless 681396, P.O. Box 32, B Tonc, California.
TAX HAVEN MANEAL Indispensions to planning lool loaded with data. For copy send \$25 ins Cartion Peace, POB 1199, DK-1011 Copenhagen K.

DAX MONEY-MAKER Newsletter is loaded with wealth building plans. One or more could make you rich. DAX, GPO Box 3845, Hong Kong.

BUSINESS SERVICES

DON'T VISIT PARIS ALONE. Tols o high stordard private guide with cor. Call AFCS: 541 01 89/539 55 75. ACCURE. TOUR: SERVICE Offers let, doss guides with private our to enjoy your stoy in Faris, 775 21 00.

BUSINESS
OPPORTUNITIES

INTER-CONTINENTAL HOTEL - Puerto fico. Buyer or investor for re-opening of hotel in Ponce, Puerto fico, U.S.A. (a growing commercial & resort over of U.S. citizens in the geo-politically self-complete for the geo-political publy cosinion with 93 self-self-complete for the geo-political self-complete for the geo-p

KEY COMMERCIAL SITE DALLAS, TEXAS AREA.

1.27 cares transit content for frontin intentions 1-20, excellent exposus cay occass. Proven site located are recipror regional stopping can \$1*.7*17*.754.5*0

BUSINESS SERVICES

IONDON'S MOST BEBANT furnished Office Suites in prestige period building. Several suites now ovalidate for six months plac, with full services. Private lift. Albumants Administration Ltd., 75° New Bond Street, London VI. (01) 407 8166. The 8955510 PROBLEMS WITH U.S. FEMST Need to locate U.S. seppliers or products? We will got as an agent for your company. Fast, efficient, confidential. Efficiency communications, 831 Coversty Ln., Norwood, MA (2002. Telesc 22083 TAIR, Ash M. Cohn.
DE JARNATT, LING & CO., CPA's, 400 Montgomery Street, 35th floor. Son Francisco, CA 94111. (415) 956-2124. U.S. se-poincide income lax returns and personal financial planning. FRENCH ADVERTISING copywriter, qualified (IV, magazines, etc.), available of frestment of personant basis. Write Box 632, Herald Tribune, 92521 Natully cades, Franca.

US TAX METILENS professionally pre-

US TAX RETURNS professionally pre-pared by CPA in Parts. Tel 265 30 93 US TAX ASSOCIATES, Tax returns and consulting. Paris: 563 91 23.

FINANCIAL

SMALL INVESTORS NEWSLETTH Free copys.ASC, N. Ebbesers VEJ 2: 1911 Copenhagen V, Denmark.

OFFICES FOR RENT

PRENCH PROVINCES WEAR ST. RAPHAEL (VAR): nice villa, very comfortable, 6 rooms, 2 boths, garden, terrace, very nice view, near sea. Paris 754 34 47. GREAT BRITAIN CITY OF LONDON New fully furnished leavy flats to let in a prime apartment black with all ameni-ties. Studio, lettlers and bathroom from \$125 per week. 1 bedroom 1 racep-tion, kindsen and bathroom from £250 Full details from CHARLES PRICE AND COMPANY LONDON. For the best furnished flots TRELAND

REAL ESTATE TO RENT/SHARE

EGLISE D'AUTEUR LUXURIOUS MAN On garden, 400 st.ns., ampli areas, beautifully decorated bur, impeccable, 5 bedraon rooms, parking. Tel: 557

RENT OR SALE TST CLASS APARTME furnished & unfurnished HABITAT-IN 551 66 f 51 Ave. Bourdonois, Por

16th FOCH Superb opertment, view, uplaced 130 sq.m., high class, triffion + 1 bedroom, porteng, + charges, Possible long:
ALORO 265 51 45.

EMBASSY SERVE

8 Ave. de Messina, 75008 or Real Estate ont in Paris 562 VIEW NOTRE DA UVING + 2 BEDROOMS, All viree immediately, Fra 3500 4 charges, Serge KAYSER: 329

16th NEAR BO Superb 6 rooms, high class, F.^{*} Tel: 280 20 42.

fiving + 2 bedrooms. Frs 7 Tel. 764 03 17.

 Funished executive offices by day, month or year.
 Accommodation oddress facilities.
 Mail, orders totan and forwarded.
 Professional typing and secretarial services; multilingual capability.
 Teles and focumila transmission network.
 Administrative and management MALESHERBES of the train 3 bedrooms, 2 boths, phone, "
EMBASSY SERVICE: 563 A

World-Wide **Business Centres**

OFFICES FOR RENT

OFFICE SERVICES

YOUR OFFICE **WAITING FOR YOU**

IN 7 MAJOR CITIES

Business Centres
GLASGOW II Bothwell Steet,
Glosgow G2, 61.Y. Teh (041) 226
4971, Telesc 779348.
LONDON 110 Strend,
London WC2R CAA. Tek (01) 836
69718, Telesc 26973.
MRAN Vis Beccoccio 2, 20122 Milen.
Tek 8675 99780 99 297, Telesc 202343.
MRAN Vis Beccoccio 2, 20122 Milen.
Tek 8675 99780 99 297, Telesc 202343.
MRAN Vis Beccoccio 2, 20122 Milen.
Tek 8675 98780 99 297, Telesc 202343.
MRANCH P.O. Bez 1623, Lochasner
Schleg 11c, D-8022 Munchan /
Grotefing, Tek 089785 45(3037-38)
Telesc 5213379.
Telesc 6209737.

YOUR GENEVA, SWITZERLAND
Office address for mailbox,
telephone, telephone & handling.
ATLANTIC OFFICE SERVICES,
5 rea do Visor College, 1204 Geneva,
Tele 022/21 40 99.

NEED A NEW YORK 'MINI OFFICE'T We provide office space, mail oddress, phone & telex. Trade Center Telecone., 170 Broadway, Rn. 201.
New York, N.Y. 10038, The 427 140
PARES ADDRESS, Champs-dysees.
Since 1957 LS.P. provides mail, phone, telex, meeting rooms. 5 R. d'Artois, Paris Bu. Tel 359 4704 The 452504 F.
LONDON COPREC ADDRESS. Confl. Ports St. Tel: 359 4704 The 642504 F.
LONDON OFFICE ADDRESS, Confidence and forwarding, phone & teles, Business with Piscoure, 31 Croven St., London WCZ. 01 839 7481.

BRUSSELS SUSSMESS actives: / office, teles/phone/secretarial services. Control MSP Net 511 22 25 teles 6344
LONDON BUSINESS ADDRESS, PHONETIE DE Grooting, Saide 66.

87 Regent St., W1, Tel. 439 7094.

BLEO CENTER AMSTERDAM. Full tervice. Kenzersgrooth 99. Tel:(020) 265/49, Teles. (6182.

NEISHLY 92. To let furnished 1. forth, 2 bedroom house, let liciben, bethroem, with gazo 733 14 28/733 69 96 offic 973 14 28/733 69 offic 98/733 14 28/733 1 4200 net. EGETIM 562 46 44
EFORE: Superb double fivings
room, inchen, beth, phone. C.
Tel: 526 33 71
MONCEAUL Literious double¹²
3 bedrooms, both, phone. 1, 17
Tel: 563 68 38.
Tel: 563 68

PARIS AREA UNFURNION

FOR MOR CLASSIFIEL.

AVE. HENRI MARTEN, Salati SQ.M., vost recoptions, 4/5 E os new, Frs. 11,500 + ke McCreg, 723 55 18. BE CHAMPS BYSES, Cal. (C.) ter, pied-o-terre + reezzoti 2800 net. Teh 723 50 00. 16th, Studio, 60 sp.m., dl ... Frs. 2100 not. Tel: 251 16 16.1 PAGE 231

[علدًا منه الأصل